





## Letters to the Editor

BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 4BY.

## High mortgage rates. Research into small firms

Sir—Mr. Scott suggested (September 21) that the recent increase in the mortgage rate to 11 per cent was a "panic measure." This was not so. It was dictated by the poor intake of funds during August and the beginning of September and the likelihood that very high rates of interest would prevail in the economy over the coming months. Interest rates are the only weapon building societies possess to ensure a reasonable supply of funds for home buyers.

Had the problem appeared essentially a short-term one, the societies would of course have adopted the suggestions made by Mr. Scott, namely, to reduce their liquidity ratios and curb their lending to an even greater extent.

## Foreign car imports

Sir—As a car owner I am beginning to lose patience with Lord Stokes and other leading figures in the motor industry who are moving about Japanese competition and demanding restrictions on car imports. They seem to be incapable of understanding why more and more people are buying Japanese cars. It is because they are reliable and delivered on schedule.

Since I started driving in 1923 I have owned more than a score of cars. In 1971, for the first time, I bought a foreign-made car, a Japanese Toyota. I had gone to the showroom with the intention of replacing a Ford Capri, which had served us well, with a larger British-made car with automatic gears. The head of the firm said: "As I want to keep you as a customer, and as a friend, I advise you to buy a Toyota Crown, both from the point of view of reliability and value for money."

## Nuclear reactors

Sir—It is fortunate that we do not have to rely on Dr. Ned Franklin's words of assurance that nuclear reactors are good for us (Controversy: Nuclear Reactor Safety, BBC 2, September 20). The defensive hilarity in direct proportion to the seriousness of the hazard under discussion, that he and other con-

tributors to the programme revealed in, is all the evidence we need that gagwash is right. Breeder reactors should not be installed on a large scale until the problems of safety, waste storage and fuel theft have been overcome. Furthermore, they are not even needed to represent a diversion from the first priority of energy conservation to reduce demand.

John Treble, Hon. Sec., Conservation Society, Reading and District Branch, 20, Benham Road, Wokingham, Berks.

## Factoring services

Sir—I was interested to read your article "Careful Build-up of Factoring Services" in the Special Report on U.K. Banking (Financial Times, September 10) which explained the factors' desire to offer an administrative service to their clients, covering credit underwriting, sales accounting, and direct collection, all of which is of intrinsic value to the client even if the financial availability of payment before due date of invoice is not required. However, I believe it would be of value to your readers to correct certain misunderstandings that may arise from the article.

To the best of my knowledge all factors are happy to consider as clients companies with turnover of more than £150,000 per annum. In many cases factors do consider companies where turnover per annum is no more than £100,000 and there are even situations where the factor will waive this minimum requirement. I think a wrong impression of the factoring industry is given by stating that "even companies with turnover of less than £500,000 a year may be taken on if the factor believes that there is scope for expansion."

While I am wishing to denigrate the functions of the major banks in assisting international trade I feel it is worth pointing out that the establishment of a banking office (or banking offices) in a particular country does not automatically ensure a factoring service. The service that a bank can offer in handling

documentary credits or in obtaining bank information on certain customers is of very high value. However, the ability of a factor to obtain credit references for a large number of customers, in assessing customer credit-worthiness and underwriting such credit risks, in ledgering and in local collection, calls for very different skills. It is in fact noticeable that those factors that are often involved in the setting-up of factoring offices overseas in order that international factoring transactions can be serviced efficiently.

While I cannot, naturally, speak for other factoring houses our experience within the Walter E. Heller Group has shown that in order for international factoring transactions to be handled efficiently one must be in close contact with a factoring office abroad, dealing with factoring personnel, with both offices having an understanding of the usual problems arising from open credit transactions. More importantly, it is necessary that the factoring office in the country of import has a strong administrative staff to that import transactions to that office can be dealt with by experts in the areas of credit control.

## The problem of "jet-lag"

Sir—We must all be delighted at Concorde's splendid reception in America and I am sure that, once the aircraft is in service, the idea of greatly reduced flight times for transatlantic journeys will be very attractive to "jet-lag" suffering businessmen.

Yet if Concorde's shorter flight times will allow us to maintain our body rhythms nearer to the daily norm than existing aircraft, will it also rid us of the digestive misery one usually experiences flying east to west, west to east, and will it get rid of the post-flight exhaustion?

While I have often thought airline catering is a contributory factor to both these ills—for example I was recently served dinner on a transatlantic flight at 9.00 p.m. local time, which was 2.00 a.m. in London with arrival at Heathrow only three or four hours away and breakfast still to come—far too little seems to have been made of the dehydration caused to our bodies by an aircraft's air conditioning system and the effect of sitting in a cabin pres-

sured down to 5/8,000 feet. Since cabin pressure is dependent on altitude this would suggest that Concorde's operating height of 50,000 feet would mean a pressure level of around 8,000 feet plus in the cabin.

Be that as it may, surely the time has come for more research to be done into the whole problem of "jet-lag," particularly as Concorde in any numbers is unlikely to be around before the end of the decade and in the meantime we will still have to consider flight times of six to seven hours to America.

## Research into small firms

Sir—After reading the letter (September 21) from the Fellows of Bath University I began to wonder how many of the people researching the subject of small firms have bothered to study the Bolton Report. May I recommend them to read paragraphs 2.29 to 2.32 and Research Reports Nos. 5, 7, 12, 16 and 17. Then perhaps they could tell us what their own research (which is not listed in the DTI Small Firms Division's list of nearly 130 current and recent research projects) adds to the "rigorous empirical evidence" needed to dispel the "intuition and folklore surrounding the debate on small firms."

One of the myths is the notion that those small firms which have grown to become quoted companies are somehow "better" than those which have not grown. Simple logic says that if all small firms grow quickly there will soon be no small firms. And since Bolton said that there was no proof that small firms in general are less efficient in the use of resources than large firms, there may be no virtue in going for growth.

Research into fast growers may be relevant to the very small growth of small firms. It may be of little value to many of the 11m. little businesses that constitute the real world of small firms. The fact that fast growers never sought advice from management consultants or bank managers is not necessarily a useful information for the vast numbers of small businessmen who lack the expertise or the time to tackle some of their problems.

As an ex-member of an organisation whose senior staff had the immense experience of several hundred small firms I claim, not to know all the answers, but a modicum of knowledge of the subject. In this field there are too many people finding the wrong questions, and too few people asking the right questions.

right, we shall make some progress. E. G. Wood, Sheffield Polytechnic, Frodo House, 16 Fitzalan Square, Sheffield.

## Case for a tourist tax

Sir—For the past three years I have been advocating a tax on tourists and was therefore very interested to read Arthur Sandles' article on the GLC scheme (September 22).

We should ask ourselves why tourists come to the U.K. I believe a very large majority come to see our ancient buildings and monuments and would not begrudge some form of tax designed to assist us all to keep these buildings in good order.

An hotel tax or tax de séjour allows many people to escape the net and is an irritant to the hotel industry. Far better surely, to impose a tax at entry to the U.K. of say £1 per person. This would produce about £10m. per annum and each traveller would be given a card which would be valid for a year. The revenue from this would be administered centrally by a committee set up by the Government and composed largely of people who have a knowledge and love of our heritage and who would make grants available through local authorities to meet the cost of restoration of our listed buildings.

It might be expensive to set up the administration of collection but after a year a great deal of money would become available which would alleviate the continual pressure on rate and taxpayers. J. M. V. Cotterell, 1, Lumley Road, Chester.

## Motorway speed limits

Sir—For some weeks now your columns have carried a series of letters about motorway speed limits—a perennial subject for controversy. Your correspondents, as usual, concentrate on the removal of the 70 m.p.h. limit for private cars and ignore the much more important subject of lorry speeds.

Any motorway accident illustrates the immense destructive capacity of the modern heavy lorry. Private passenger vehicles, however well designed, offer no protection whatever against an accident. Stopping distances of heavy vehicles, speeding by the same, are around three times

those of private cars; many are liable to jack-knifing and tyre adhesion is relatively low. In spite of these undisputed facts, commercial vehicles on motorways are subject to the same 70 m.p.h. as private cars.

I submit that the motorways would be much safer if the 70 m.p.h. limit for private cars was removed and a 50 m.p.h. limit, severely enforced, was introduced for commercial vehicles. This is done in Germany and travel on the motorways there demonstrates the correctness of the policy. I. G. Moore, Rugby, Leicestershire, Chippingham, Wilt.

## Free market in houses

Sir—In his latest contribution to your columns Mr. Whitehouse (September 20) states that in 1958 a year's salary from "a very modest supervisory job" (whatever that may be) would have purchased a small house. In my opinion this is not correct. What proof has Mr. Whitehouse for his statement?

The essential difference in the housing market, between the thirties and now is that the market then was free. Practically every agent's board out there has a "For sale or to let" sign. Young married people did not have to find capital sums immediately on marriage but could and did save money towards buying a house, before and after marriage. There was a money market for those who moved to different localities, as I found myself in 1936.

It is obvious that the principal cause of the present high mortgage rates for buying houses is the absence of accommodation to rent and this is a result of Government interference with the market. Of course no one would expect a Socialist administration to abandon the 1939 emergency rent legislation, but how many Conservative governments have there been since Attlee's administration was thrown out? No doubt it would be difficult now to free the market at a stroke, but it could be done over a period, say, five years, the life of a parliament.

Mr. S. Sir Michael Sewell, 10, Watlington Road, Watlington, Oxfordshire, Wiltshire, Wiltshire.

views on the current pa supply situation in this country. While in no way trying to miss the fact that pulper mills have very substantially increased in the last year, it is important to realise that as most of timber is imported, we buyers in the world market only reflect world conditions. As an organisation have made considerable effort to achieve stability in the overseas supply area.

Timber is a fully replaceable raw material and the evidence throughout the world is forestry replanting programs are all firmly geared to the of harvesting. Timber is, of course, very adaptable to modern needs, and is a resistant to fire, compared to most synthetic materials recently being introduced making pallets. Indeed, in U.S. the fire insurers are prohibiting the use of some synthetic pallets for fire reasons. It is also worth pointing out that because of the energy crisis continuing a ability of some timber materials must be in doubt.

Finally, as major users of grade of timber which is produced from native trees hope that as a trading nation continue to encourage Government and the Forestry Commission to provide as replanting as possible to our dependence on imports.

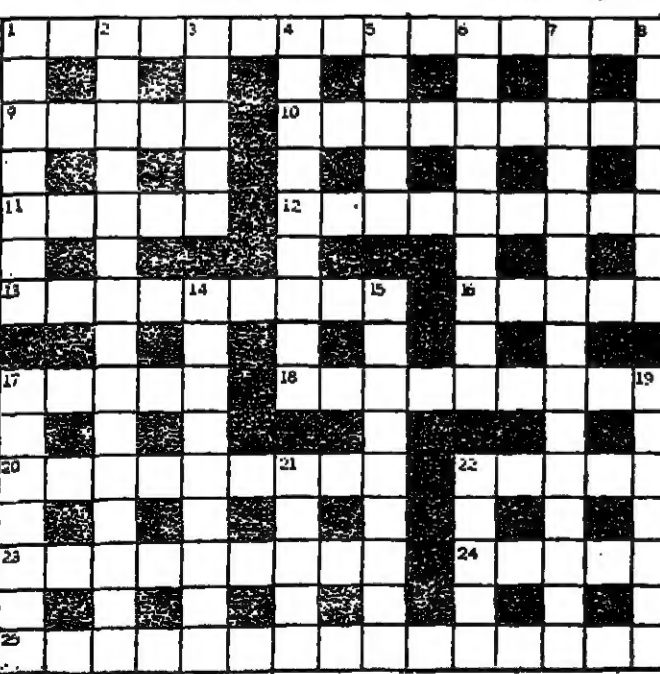
G. E. Marchant, Chairman, Pallet Section, Timber Packaging and Pallet Confederation, 1, Greenfield Crescent, Edgmont, Birmingham.

## Driving standards

Sir—Mr. A. K. B. (September 22) is, in reference to U.K. and European motorways, not comparing like with like. European motorways do not, in general, have a 30 limit; U.K. motorways do! Hence a U.K. driver would travel at the legal maximum of 70 m.p.h. and overtake a vehicle doing say 65 m.p.h. the centre lane has, with a differential of only five m.p.h. to cover a considerable distance in the overtaking lane, or he is probably alongside at 60-65 m.p.h. driver in the centre lane, and the process is repeated. It is not a matter of "placement and snubbing" of the overtaking lane, but of manner of driving resulting in present regulations.

V. Biske, 5, Kingsmead, Chester.

## F.T. CROSSWORD PUZZLE No. 2,285



- ACROSS
- 1 I assure you it's only pupils' request for essay to be corrected (4, 4, 2, 5)
  - 9 Preval to rule
  - 10 Speeches at which people may be found (9)
  - 11 What is at the heart of sinners (5)
  - 12 A mandarin from Morocco (9)
  - 13 A magnificent outcome—once completed a youth's education (5, 4)
  - 14 Drowned after doctor left, having become possessed (15)
  - 17 Staff continue innuendoes (15)
  - 18 Where actors make their entrances and exits (5-4)
  - 20 Shams and claims (false allegations) (9)
  - 22 Financially sound so takes cover (5)
  - 23 Copy—I am into it somehow (9)
  - 24 Room at the top of Athens (15)
  - 25 Portliness of the 5th—15th centuries before A.D. (6, 3, 6)
- DOWN
- 1 Call after vessel—it's nerve-racking (7)
  - 2 Take a chance as one may do when at the helm (4, 4, 3, 4)
  - 3 Underage collier we hear (15)
  - 4 Involuntary responses (8)
  - 5 No dim upstart on the field (3-2)
  - 6 We are around here for a reason. Why? (9)
  - 7 Game of bravado—one's late if one gets the wrong chamber (7, 8)
  - 8 Hang us up and fork out (7)
  - 14 Dad's discontinue? (5-4)
  - 15 The way to become aware of an aptitude for driving (4-5)
  - 17 Initiation ceremony for bachelor by physical training instructor and sergeant major (7)
  - 19 Did not appreciate being marked down (7)
  - 21 My old cockney mate (5)
  - 22 Southern military station for a racial (5)

2.23 Top of the Pops. 8.00 Casanova 73. 9.30 Reporter at Large. 9.50 Nine O'Clock News. 9.55 Cannon. 10.15 My Wife Next Door. 10.45 Midweek. 11.30 Late Night News. All Regions as BBC 1 except at the following times: Wales—12.25-1.55 p.m. Hwt Ac Yn. 2.55 Rejoins BBC 1 Golf and Racing. 6.00-7.00 Wales Today. 7.00-7.55 Hwt Ac. Scotland—2.55-4.00 Joins BBC 1 Golf and Racing. 6.00-7.00 Scotland Today. 7.00-7.55 Hwt Ac. Northern Ireland—6.00-7.00 p.m. Hwt Ac.

11.00 a.m. Play School. 4.00 p.m. International Golf: John Player Classic. 12.55 Open University. 7.50 News Summary. 7.55 Cardus... on Music—Sir Neville Cardus discusses his great love of music and the many distinguished performers and composers he has known. 8.00 Golf: John Player Classic. 8.30 Jane Eyre by Charlotte Brontë. 9.25 Show of the Week: The Two Ronnies, starring Ronnie Corbett and Ronnie Barker. 10.10 China: A journey across modern China. 11.00 News Extra. 11.30 Real Time: Chris Dunkley examines the world of television.

9.30 a.m. Schools Programmes. 12.00 The Daily Fable. 12.05 p.m. Mr. Trimmings. 12.35 The Witches Brew. 12.40 First Report: News with Robert Kee. FT Index. 1.00 Indoor League. 1.20 Crown Court. 2.00 General Hospital. 2.30 Good Afternoon. 3.00 The Sunday Morning. 3.25 Marcus Welby, M.D. 4.25 The Time Tunnel. 5.20 Wait Till Your Father Gets Home. 5.30 News from ITN. 6.00 The Chudakos, followed by Today. 6.30 Crossroads. 6.55 The Action Film: "The Long Jump". 8.30 This Week. 9.00 Longstreet. 10.00 News at Ten. 10.20 Cinema. 11.00 A Passage to England. 12.00 What the Porsers Say. 12.15 a.m. Hugh Kay talks with Archbishop Roberts.

9.30 a.m. Schools Programmes. 12.00 The Daily Fable. 12.05 p.m. Mr. Trimmings. 12.35 The Witches Brew. 12.40 First Report: News with Robert Kee. FT Index. 1.00 Indoor League. 1.20 Crown Court. 2.00 General Hospital. 2.30 Good Afternoon. 3.00 The Sunday Morning. 3.25 Marcus Welby, M.D. 4.25 The Time Tunnel. 5.20 Wait Till Your Father Gets Home. 5.30 News from ITN. 6.00 The Chudakos, followed by Today. 6.30 Crossroads. 6.55 The Action Film: "The Long Jump". 8.30 This Week. 9.00 Longstreet. 10.00 News at Ten. 10.20 Cinema. 11.00 A Passage to England. 12.00 What the Porsers Say. 12.15 a.m. Hugh Kay talks with Archbishop Roberts.

12.00 M-Day Roundup. 1.25 a.m. Verano to the Bottom of the Sea. 4.25 a.m. The Bottom of the Sea. 4.30 a.m. The Bottom of the Sea. 4.35 a.m. The Bottom of the Sea. 4.40 a.m. The Bottom of the Sea. 4.45 a.m. The Bottom of the Sea. 4.50 a.m. The Bottom of the Sea. 4.55 a.m. The Bottom of the Sea. 5.00 a.m. The Bottom of the Sea. 5.05 a.m. The Bottom of the Sea. 5.10 a.m. The Bottom of the Sea. 5.15 a.m. The Bottom of the Sea. 5.20 a.m. The Bottom of the Sea. 5.25 a.m. The Bottom of the Sea. 5.30 a.m. The Bottom of the Sea. 5.35 a.m. The Bottom of the Sea. 5.40 a.m. The Bottom of the Sea. 5.45 a.m. The Bottom of the Sea. 5.50 a.m. The Bottom of the Sea. 5.55 a.m. The Bottom of the Sea. 6.00 a.m. The Bottom of the Sea. 6.05 a.m. The Bottom of the Sea. 6.10 a.m. The Bottom of the Sea. 6.15 a.m. The Bottom of the Sea. 6.20 a.m. The Bottom of the Sea. 6.25 a.m. The Bottom of the Sea. 6.30 a.m. The Bottom of the Sea. 6.35 a.m. The Bottom of the Sea. 6.40 a.m. The Bottom of the Sea. 6.45 a.m. The Bottom of the Sea. 6.50 a.m. The Bottom of the Sea. 6.55 a.m. The Bottom of the Sea. 7.00 a.m. The Bottom of the Sea. 7.05 a.m. The Bottom of the Sea. 7.10 a.m. The Bottom of the Sea. 7.15 a.m. The Bottom of the Sea. 7.20 a.m. The Bottom of the Sea. 7.25 a.m. The Bottom of the Sea. 7.30 a.m. The Bottom of the Sea. 7.35 a.m. The Bottom of the Sea. 7.40 a.m. The Bottom of the Sea. 7.45 a.m. The Bottom of the Sea. 7.50 a.m. The Bottom of the Sea. 7.55 a.m. The Bottom of the Sea. 8.00 a.m. The Bottom of the Sea. 8.05 a.m. The Bottom of the Sea. 8.10 a.m. The Bottom of the Sea. 8.15 a.m. The Bottom of the Sea. 8.20 a.m. The Bottom of the Sea. 8.25 a.m. The Bottom of the Sea. 8.30 a.m. The Bottom of the Sea. 8.35 a.m. The Bottom of the Sea. 8.40 a.m. The Bottom of the Sea. 8.45 a.m. The Bottom of the Sea. 8.50 a.m. The Bottom of the Sea. 8.55 a.m. The Bottom of the Sea. 9.00 a.m. The Bottom of the Sea. 9.05 a.m. The Bottom of the Sea. 9.10 a.m. The Bottom of the Sea. 9.15 a.m. The Bottom of the Sea. 9.20 a.m. The Bottom of the Sea. 9.25 a.m. The Bottom of the Sea. 9.30 a.m. The Bottom of the Sea. 9.35 a.m. The Bottom of the Sea. 9.40 a.m. The Bottom of the Sea. 9.45 a.m. The Bottom of the Sea. 9.50 a.m. The Bottom of the Sea. 9.55 a.m. The Bottom of the Sea. 10.00 a.m. The Bottom of the Sea. 10.05 a.m. The Bottom of the Sea. 10.10 a.m. The Bottom of the Sea. 10.15 a.m. The Bottom of the Sea. 10.20 a.m. The Bottom of the Sea. 10.25 a.m. The Bottom of the Sea. 10.30 a.m. The Bottom of the Sea. 10.35 a.m. The Bottom of the Sea. 10.40 a.m. The Bottom of the Sea. 10.45 a.m. The Bottom of the Sea. 10.50 a.m. The Bottom of the Sea. 10.55 a.m. The Bottom of the Sea. 11.00 a.m. The Bottom of the Sea. 11.05 a.m. The Bottom of the Sea. 11.10 a.m. The Bottom of the Sea. 11.15 a.m. The Bottom of the Sea. 11.20 a.m. The Bottom of the Sea. 11.25 a.m. The Bottom of the Sea. 11.30 a.m. The Bottom of the Sea. 11.35 a.m. The Bottom of the Sea. 11.40 a.m. The Bottom of the Sea. 11.45 a.m. The Bottom of the Sea. 11.50 a.m. The Bottom of the Sea. 11.55 a.m. The Bottom of the Sea. 12.00 p.m. The Bottom of the Sea. 12.05 p.m. The Bottom of the Sea. 12.10 p.m. The Bottom of the Sea. 12.15 p.m. The Bottom of the Sea. 12.20 p.m. The Bottom of the Sea. 12.25 p.m. The Bottom of the Sea. 12.30 p.m. The Bottom of the Sea. 12.35 p.m. The Bottom of the Sea. 12.40 p.m. The Bottom of the Sea. 12.45 p.m. The Bottom of the Sea. 12.50 p.m. The Bottom of the Sea. 12.55 p.m. The Bottom of the Sea. 1.00 p.m. The Bottom of the Sea. 1.05 p.m. The Bottom of the Sea. 1.10 p.m. The Bottom of the Sea. 1.15 p.m. The Bottom of the Sea. 1.20 p.m. The Bottom of the Sea. 1.25 p.m. The Bottom of the Sea. 1.30 p.m. The Bottom of the Sea. 1.35 p.m. The Bottom of the Sea. 1.40 p.m. The Bottom of the Sea. 1.45 p.m. The Bottom of the Sea. 1.50 p.m. The Bottom of the Sea. 1.55 p.m. The Bottom of the Sea. 2.00 p.m. The Bottom of the Sea. 2.05 p.m. The Bottom of the Sea. 2.10 p.m. The Bottom of the Sea. 2.15 p.m. The Bottom of the Sea. 2.20 p.m. The Bottom of the Sea. 2.25 p.m. The Bottom of the Sea. 2.30 p.m. The Bottom of the Sea. 2.35 p.m. The Bottom of the Sea. 2.40 p.m. The Bottom of the Sea. 2.45 p.m. The Bottom of the Sea. 2.50 p.m. The Bottom of the Sea. 2.55 p.m. The Bottom of the Sea. 3.00 p.m. The Bottom of the Sea. 3.05 p.m. The Bottom of the Sea. 3.10 p.m. The Bottom of the Sea. 3.15 p.m. The Bottom of the Sea. 3.20 p.m. The Bottom of the Sea. 3.25 p.m. The Bottom of the Sea. 3.30 p.m. The Bottom of the Sea. 3.35 p.m. The Bottom of the Sea. 3.40 p.m. The Bottom of the Sea. 3.45 p.m. The Bottom of the Sea. 3.50 p.m. The Bottom of the Sea. 3.55 p.m. The Bottom of the Sea. 4.00 p.m. The Bottom of the Sea. 4.05 p.m. The Bottom of the Sea. 4.10 p.m. The Bottom of the Sea. 4.15 p.m. The Bottom of the Sea. 4.20 p.m. The Bottom of the Sea. 4.25 p.m. The Bottom of the Sea. 4.30 p.m. The Bottom of the Sea. 4.35 p.m. The Bottom of the Sea. 4.40 p.m. The Bottom of the Sea. 4.45 p.m. The Bottom of the Sea. 4.50 p.m. The Bottom of the Sea. 4.55 p.m. The Bottom of the Sea. 5.00 p.m. The Bottom of the Sea. 5.05 p.m. The Bottom of the Sea. 5.10 p.m. The Bottom of the Sea. 5.15 p.m. The Bottom of the Sea. 5.20 p.m. The Bottom of the Sea. 5.25 p.m. The Bottom of the Sea. 5.30 p.m. The Bottom of the Sea. 5.35 p.m. The Bottom of the Sea. 5.40 p.m. The Bottom of the Sea. 5.45 p.m. The Bottom of the Sea. 5.50 p.m. The Bottom of the Sea. 5.55 p.m. The Bottom of the Sea. 6.00 p.m. The Bottom of the Sea. 6.05 p.m. The Bottom of the Sea. 6.10 p.m. The Bottom of the Sea. 6.15 p.m. The Bottom of the Sea. 6.20 p.m. The Bottom of the Sea. 6.25 p.m. The Bottom of the Sea. 6.30 p.m. The Bottom of the Sea. 6.35 p.m. The Bottom of the Sea. 6.40 p.m. The Bottom of the Sea. 6.45 p.m. The Bottom of the Sea. 6.50 p.m. The Bottom of the Sea. 6.55 p.m. The Bottom of the Sea. 7.00 p.m. The Bottom of the Sea. 7.05 p.m. The Bottom of the Sea. 7.10 p.m. The Bottom of the Sea. 7.15 p.m. The Bottom of the Sea. 7.20 p.m. The Bottom of the Sea. 7.25 p.m. The Bottom of the Sea. 7.30 p.m. The Bottom of the Sea. 7.35 p.m. The Bottom of the Sea. 7.40 p.m. The Bottom of the Sea. 7.45 p.m. The Bottom of the Sea. 7.50 p.m. The Bottom of the Sea. 7.55 p.m. The Bottom of the Sea. 8.00 p.m. The Bottom of the Sea. 8.05 p.m. The Bottom of the Sea. 8.10 p.m. The Bottom of the Sea. 8.15 p.m. The Bottom of the Sea. 8.20 p.m. The Bottom of the Sea. 8.25 p.m. The Bottom of the Sea. 8.30 p.m. The Bottom of the Sea. 8.35 p.m. The Bottom of the Sea. 8.40 p.m. The Bottom of the Sea. 8.45 p.m. The Bottom of the Sea. 8.50 p.m. The Bottom of the Sea. 8.55 p.m. The Bottom of the Sea. 9.00 p.m. The Bottom of the Sea. 9.05 p.m. The Bottom of the Sea. 9.10 p.m. The Bottom of the Sea. 9.15 p.m. The Bottom of the Sea. 9.20 p.m. The Bottom of the Sea. 9.25 p.m. The Bottom of the Sea. 9.30 p.m. The Bottom of the Sea. 9.35 p.m. The Bottom of the Sea. 9.40 p.m. The Bottom of the Sea. 9.45 p.m. The Bottom of the Sea. 9.50 p.m. The Bottom of the Sea. 9.55 p.m. The Bottom of the Sea. 10.00 p.m. The Bottom of the Sea. 10.05 p.m. The Bottom of the Sea. 10.10 p.m. The Bottom of the Sea. 10.15 p.m. The Bottom of the Sea. 10.20 p.m. The Bottom of the Sea. 10.25 p.m. The Bottom of the Sea. 10.30 p.m. The Bottom of the Sea. 10.35 p.m. The Bottom of the Sea. 10.40 p.m. The Bottom of the Sea. 10.45 p.m. The Bottom of the Sea. 10.50 p.m. The Bottom of the Sea. 10.55 p.m. The Bottom of the Sea. 11.00 p.m. The Bottom of the Sea. 11.05 p.m. The Bottom of the Sea. 11.10 p.m. The Bottom of the Sea. 11.15 p.m. The Bottom of the Sea. 11.20 p.m. The Bottom of the Sea. 11.25 p.m. The Bottom of the Sea. 11.30 p.m. The Bottom of the Sea. 11.35 p.m. The Bottom of the Sea. 11.40 p.m. The Bottom of the Sea. 11.45 p.m. The Bottom of the Sea. 11.50 p.m. The Bottom of the Sea. 11.55 p.m. The Bottom of the Sea. 12.00 a.m. The Bottom of the Sea. 12.05 a.m. The Bottom of the Sea. 12.10 a.m. The Bottom of the Sea. 12.15 a.m. The Bottom of the Sea. 12.20 a.m. The Bottom of the Sea. 12.25 a.m. The Bottom of the Sea. 12.30 a.m. The Bottom of the Sea. 12.35 a.m. The Bottom of the Sea. 12.40 a.m. The Bottom of the Sea. 12.45 a.m. The Bottom of the Sea. 12.50 a.m. The Bottom of the Sea. 12.55 a.m. The Bottom of the Sea. 1.00 a.m. The Bottom of the Sea. 1.05 a.m. The Bottom of the Sea. 1.10 a.m. The Bottom of the Sea. 1.15 a.m. The Bottom of the Sea. 1.20 a.m. The Bottom of the Sea. 1.25 a.m. The Bottom of the Sea. 1.30 a.m. The Bottom of the Sea. 1.35 a.m. The Bottom of the Sea. 1.40 a.m. The Bottom of the Sea. 1.45 a.m. The Bottom of the Sea. 1.50 a.m. The Bottom of the Sea. 1.55 a.m. The Bottom of the Sea. 2.00 a.m. The Bottom of the Sea. 2.05 a.m. The Bottom of the Sea. 2.10 a.m. The Bottom of the Sea. 2.15 a.m. The Bottom of the Sea. 2.20 a.m. The Bottom of the Sea. 2.25 a.m. The Bottom of the Sea. 2.30 a.m. The Bottom of the Sea. 2.35 a.m. The Bottom of the Sea. 2.40 a.m. The Bottom of the Sea. 2.45 a.m. The Bottom of the Sea. 2.50 a.m. The Bottom of the Sea. 2.55 a.m. The Bottom of the Sea. 3.00 a.m. The Bottom of the Sea. 3.05 a.m. The Bottom of the Sea. 3.10 a.m. The Bottom of the Sea. 3.15 a.m. The Bottom of the Sea. 3.20 a.m. The Bottom of the Sea. 3.25 a.m. The Bottom of the Sea. 3.30 a.m. The Bottom of the Sea. 3.35 a.m. The Bottom of the Sea. 3.40 a.m. The Bottom of the Sea. 3.45 a.m. The Bottom of the Sea. 3.50 a.m. The Bottom of the Sea. 3.55 a.m. The Bottom of the Sea. 4.00 a.m. The Bottom of the Sea. 4.05 a.m. The Bottom of the Sea. 4.10 a.m. The Bottom of the Sea. 4.15 a.m. The Bottom of the Sea. 4.20 a.m. The Bottom of the Sea. 4.25 a.m. The Bottom of the Sea. 4.30 a.m. The Bottom of the Sea. 4.35 a.m. The Bottom of the Sea. 4.40 a.m. The Bottom of the Sea. 4.45 a.m. The Bottom of the Sea. 4.50 a.m. The Bottom of the Sea. 4.55 a.m. The Bottom of the Sea. 5.00 a.m. The Bottom of the Sea. 5.05 a.m. The Bottom of the Sea. 5.10 a.m. The Bottom of the Sea. 5.15 a.m. The Bottom of the Sea. 5.20 a.m. The Bottom of the Sea. 5.25 a.m. The Bottom of the Sea. 5.30 a.m. The Bottom of the Sea. 5.35 a.m. The Bottom of the Sea. 5.40 a.m. The Bottom of the Sea. 5.45 a.m. The Bottom of the Sea. 5.50 a.m. The Bottom of the Sea. 5.55 a.m. The Bottom of the Sea. 6.00 a.m. The Bottom of the Sea. 6.05 a.m. The Bottom of the Sea. 6.10 a.m. The Bottom of the Sea. 6.15 a.m. The Bottom of the Sea. 6.20 a.m. The Bottom of the Sea. 6.25 a.m. The Bottom of the Sea. 6.30 a.m. The Bottom of the Sea. 6.35 a.m. The Bottom of the Sea. 6.40 a.m. The Bottom of the Sea. 6.45 a.m. The Bottom of the Sea. 6.50 a.m. The Bottom of the Sea. 6.55 a.m. The Bottom of the Sea. 7.00 a.m. The Bottom of the Sea. 7.05 a.m. The Bottom of the Sea. 7.10 a.m. The Bottom of the Sea. 7.15 a.m. The Bottom of the Sea. 7.20 a.m. The Bottom of the Sea. 7.25 a.m. The Bottom of the Sea. 7.30 a.m. The Bottom of the Sea. 7.35 a.m. The Bottom of the Sea. 7.40 a.m. The Bottom of the Sea. 7.45 a.m. The Bottom of the Sea. 7.50 a.m. The Bottom of the Sea. 7.55 a.m. The Bottom of the Sea. 8.00 a.m. The Bottom of the Sea. 8.05 a.m. The Bottom of the Sea. 8.10 a.m. The Bottom of the Sea. 8.15 a.m. The Bottom of the Sea. 8.20 a.m. The Bottom of the Sea. 8.25 a.m. The Bottom of the Sea. 8.30 a.m. The Bottom of the Sea. 8.35 a.m. The Bottom of the Sea. 8.40 a.m. The Bottom of the Sea. 8.45 a.m. The Bottom of the Sea. 8.50 a.m. The Bottom of the Sea. 8.55 a.m. The Bottom of the Sea. 9.00 a.m. The Bottom of the Sea. 9.05 a.m. The Bottom of the Sea. 9.10 a.m. The Bottom of the Sea. 9.15 a.m. The Bottom of the Sea. 9.20 a.m. The Bottom of the Sea. 9.25 a.m. The Bottom of the Sea. 9.30 a.m. The Bottom of the Sea. 9.35 a.m. The Bottom of the Sea. 9.40 a.m. The Bottom of the Sea. 9.45 a.m. The Bottom of the Sea. 9.50 a.m. The Bottom of the Sea. 9.55 a.m. The Bottom of the Sea. 10.00 a.m. The Bottom of the Sea. 10.05 a.m. The Bottom of the Sea. 10.10 a.m. The Bottom of the Sea. 10.15 a.m. The Bottom of the Sea. 10.20 a.m. The Bottom of the Sea. 10.25 a.m. The Bottom of the Sea. 10.30 a.m. The Bottom of the Sea. 10.35 a.m. The Bottom of the Sea. 10.40 a.m. The Bottom of the Sea. 10.45 a.m. The Bottom of the Sea. 10.50 a.m. The Bottom of the Sea. 10.55 a.m. The Bottom of the Sea. 11.00 a.m. The Bottom of the Sea. 11.05 a.m. The Bottom of the Sea. 11.10 a.m. The Bottom of the Sea. 11.15 a.m. The Bottom of the Sea. 11.20 a.m. The Bottom of the Sea. 11.25 a.m. The Bottom of the Sea. 11.30 a.m. The Bottom of the Sea. 11.35 a.m. The Bottom of the Sea. 11.40 a.m. The Bottom of the Sea. 11.45 a.m. The Bottom of the Sea. 11.50 a.m. The Bottom of the Sea. 11.55 a.m. The Bottom of the Sea. 12.00 p.m. The Bottom of the Sea. 12.05 p.m. The Bottom of the Sea. 12.10 p.m. The Bottom of the Sea. 12.15 p.m. The Bottom of the Sea. 12.20 p.m. The Bottom of the Sea. 12.25 p.m. The Bottom of the Sea. 12.30 p.m. The Bottom of the Sea. 12.35 p.m. The Bottom of the Sea. 12.40 p.m. The Bottom of the Sea. 12.45 p.m. The Bottom of the Sea. 12.50 p.m. The Bottom of the Sea. 12.55 p.m. The Bottom of the Sea. 1.00 p.m. The Bottom of the Sea. 1.05 p.m. The Bottom of the Sea. 1.10 p.m. The Bottom of the Sea. 1.15 p.m. The Bottom of the Sea. 1.20 p.m. The Bottom of the Sea. 1.25 p.m. The Bottom of the







## WORLD TRADE NEWS

## U.S.-Polish talks may yield no early result

BY OUR OWN CORRESPONDENT

MR. FREDERICK DENT, the U.S. Commerce Secretary, presently touring East Europe, arrived in Warsaw yesterday to attend a session of the joint Polish-American Trade Commission.

The visit comes at an auspicious time for bilateral trade relations, at least according to the statistics. In the first six months of this year, total turnover amounted to \$107m., more than for all of 1972.

This increase put Poland firmly into the number two spot behind the Soviet Union among the United States' trading partners in Eastern Europe.

But privately, these same officials expressed the feeling that little concrete would come from this round of talks. They said there was some reluctance in Washington to move ahead too far or too fast on East-West trade until the whole matter of the pending U.S. Trade Bill was settled, probably during the forthcoming Congressional session.

Resumption of export-import loans last November provided a great stimulus to Polish exports, which jumped to \$76.5m. in the

January-June period this year compared to \$35m. for the same period in 1972. American officials said Mr. Dent and his high-level delegation would make a broad review of trade, with special emphasis on improving business facilities for U.S. companies here in Warsaw.

## Improving business facilities

The question of improving business facilities here is one which affects not only the Americans as the Poles are working to improve the situation. During the summer a Swedish company began construction of a 35-floor office building to be used exclusively by foreign firms—which, of course, will pay their rents in Western currencies.

Housing remains a difficult problem. For instance, none of the three U.S. companies which have opened offices here since early spring have been able to establish resident representatives because of a lack of living space.

Mr. Dent left Budapest for Warsaw yesterday after spending two days exchanging views with Hungarian leaders on economic and business questions. On Monday, he held talks with the chairman of the National Planning Office, Gyorgy Lazar, the Minister of Foreign Trade, Josef Biro and Deputy Prime Minister Matyas Timar, as well as paying a visit to the United Lamp Works in Budapest. Mr. Dent's host on behalf of the Hungarian Government was to have been Deputy Prime Minister Peter Valyi, who visited the U.S. last March, but Mr. Valyi died a week ago as the result of a tragic accident.

Their discussions covered the whole field of economic relations between the two countries, including the possibility of Hungary's being granted the most favoured nation treatment, Hungary's recent membership of GATT and a possible U.S.-Hungarian trade agreement to be drawn up which would stimulate both trade (currently worth \$45m. to \$50m.) and various types of co-operation ventures, especially in the engineering industry.

## W. German new car registrations rise

BY MALCOLM RUTHERFORD

BONN, Sept. 26.

WEST GERMAN registrations of new cars and estate wagons rose to 1,543,693—0.9 per cent up on the comparable period of 1972. Fiat, though it was trailing in August alone, came third, Renault retained its lead over Opel easily kept ahead of Volkswagen, once the market leader. Ford came third, though it is beginning to be challenged by the VW subsidiary, Audi NSU Auto Union, which has had a special success with its Audi 80 models.

At the more expensive end of the market, there was a strong showing by Daimler-Benz, which in August alone came third. Among the foreign producers, Renault retained its lead over Fiat, though it was trailing in August alone. Both Citroen and Peugeot continue to do well. British Leyland comes thirteenth on the list with registrations in the first eight months of 1973, slightly ahead of the Dutch Daf and ahead of any single Japanese company, most of which have left their penetration of the German market till lately.

	August 1973	January-August 1973
Opel	21,260	325,584
VW	17,719	271,236
Ford	13,619	182,557
Audi NSU	6,596	150,336
Daimler-Benz	14,386	122,119
Renault	9,233	109,594
Fiat	10,112	90,555
BMW	3,983	63,629
Chrysler/Simca	4,179	58,691
Peugeot	3,356	47,705
Citroen	3,260	45,581
Alfa Romeo	1,559	15,543
Leyland	1,175	12,339

## 'Uniform taxation system would stifle free action'

A UNIFORM tax system throughout the Common Market was unnecessary, and probably impossible for the immediate future, said Mr. John F. Chown, at least, said Mr. John F. Chown, taxation correspondent of the Financial Times, when he addressed a conference in London yesterday.

Standardisation of tax rates would strip national Governments of virtually all their freedom of action in economic affairs, and prevent them from using taxes as a weapon of economic management, he said.

Mr. Chown, who is managing director of J. F. Chown and Co., was speaking on tax implications of Community policy on the second day of a two-day conference on agreements between companies in the EEC. The conference was organised by the Financial Times.

Uniformity of taxation, said Mr. Chown, would require a central European budget and the concentration of the vast economic power if nine modern states in the hands of some federal European organisation. "Clearly this is unacceptable until the Community's instruments of government are directly and adequately answerable to a directly-elected European Parliament," he said.

A uniform European tax system was therefore out of the question for many years and if they were to remove the barriers to the free movement of services, people, technology and capital they would have to fall back on a more subtle concept of harmonisation.

This harmonisation had virtually been achieved with Value Added Tax. It was, however,

still a long way short of effective harmonisation in the sphere of traded services—particularly finance and insurance services and licensing transactions. Taxation was also one of the obstacles to genuine mergers



Dr. Alfred Gleiss

between companies in different countries. Concessions given by national governments to domestic mergers were not extended to trans-national mergers, although Britain's legislation was more generous than most in this respect.

Mr. Chown added that it was hoped to resurrect an EEC Commission draft directive published in 1969, dealing with merger problems. It was worth noting, he said, that the draft proposed to make it as easy to "demerge" —to break up unwieldy conglomerates—a subject which needed more attention in the U.K.

Dr. A. H. Hermann, into national business law special to the Financial Times spoke the implications of the Continental Can case which decided by the European Court of Justice in Luxembourg in February.

He said: "In the seven months that have passed since the judgment was handed down, European anti-trust scene changed and, accordingly, the implications of the judgment appear far more important than those with which we were concerned in the spring.

"It is not so much the fact that the court gave the Commission excessive power to stop mergers—a power which was not written into the Treaty of Rome—but rather the fact that by so doing it has further distracted attention from the true intention of makers of the treaty, expressed in Article 86.

"This was to curtail a combat abuses of economic power held by monopolies and protect inter-Community trade and interests of the consumer a business community."

Dr. Alfred Gleiss, a German lawyer who appeared for Continental Can before the European court, described the procedure adopted in Luxembourg. He said one would wish to see the court conducted its essential hearings in a less silent a passive manner, that the judgments were more understandable more languages, that the judgments were more explicit and that they contain more strictly legal reasons without a political taint.

## Japanese delegation in Ivory Coast ore mission

BY OUR OWN CORRESPONDENT

ABIDJAN, Sept. 26.

AN IMPORTANT six-man Japanese trade delegation arrived here on Monday to discuss the possibility of Japanese involvement in the exploitation or pre-purchase of iron-ore to be extracted from the large deposits in the Mount Bangolo area, northeast of the Ivory Coast, near its borders with Liberia and Guinea. A spokesman of the delegation said yesterday before their departure for San Pedro Port which serves the Bangolo area, that they had had discussions with the acting Head of State and Minister of Tourism, Mr. Ekra, on the possibility of Japanese participation in a consortium which would exploit the mineral.

## One of richest deposits in world

The Bangolo mountain area stretching across the central North of the three States (Ivory Coast, Liberia and Guinea) has been identified as one of the richest iron-ore deposits in the world. But

while the high quality Liberian ore is the principle export of the country (more than \$U.S.150m.) no production on a commercial scale of this, the lower grade, has taken place in the two other countries. As far as the Ivory Coast is concerned, one reason is the low quality of the mineral (around 50 per cent. ore content), another is the absence of infrastructure to allow cheap evacuation of the ore to overseas markets. Although preliminary studies to determine the location and quantities of the deposits were conducted by the French during the colonial period, things did not begin to move until the American firm, Pickands Mather has shown an interest.

A convention signed in 1969 between the company and one Ivory Coast Government, gives Pickands Mather favourable terms of exploration and exploitation on a 4,900 square metre concession in the Bangolo mountain area. Pickands Mather has specialised in the extraction of magnetised ore with a 50 per cent. or less content.

Pickands and Mather experts have conducted feasibility and

other studies at an expenditure of \$3m. and came up with an investment estimate of \$350m. to allow for 10m. tons of annual production.

## No transport solution

But while Pickands and Mather thought that extraction of the low grade ore could be economic at present world market prices provided its special method was used, the questions of transporting the ore and assuring buyers have not been solved. Pickands and Mather proposed that a pipeline be constructed to push the slurry iron-ore pellets down the coast (some 300 kilometres), to the newly built San Pedro port. The Ivorian Government on the other hand felt that a railway, and not a mere pipeline, should be constructed, thus allowing for an opening up of the entire western region of the country. The cost of a railway is, of course, much higher, and so far no international or private financing has come forward (a World

Bank report stated that at present, given the demand for iron-ore, there was no justification for according special term loans for exploitation of low grade deposits). Pickands and Mather also feel that before production in the mine begins, buyers must have committed themselves to acquire substantial quantities of the extracted mineral. It is thought that it is in this light that the visit here of the Japanese trade mission should be seen.

## Tokyo interest in Ulster developing

BY CHARLES SMITH, FAR EAST EDITOR

TOKYO, Sept. 26.

JAPAN'S LARGEST tyre manufacturer, Bridgestone, and one of its largest manufacturing plants, earth-moving equipment, Komatsu, are planning complementary investments in Northern Ireland, it was learned here today. The Bridgestone plant would be designed to produce tyres for Komatsu bulldozers and other equipment. The combined product of the two plants would be exported to other markets in the EEC. Both Komatsu and Bridgestone, however, may have to complete work on other investment projects before they can go ahead with their plans for Northern Ireland. Bridgestone is currently erecting plants in Iran and Indonesia, while Komatsu has projects in Brazil and Mexico.

The Komatsu and Bridgestone projects are among a series of investment possibilities that have emerged since the Northern Ireland Government stepped up its investment promotion campaign in Japan during the summer. The Northern Ireland Industrial Development Corporation now has a Japanese businessman as its representative in Tokyo and a "presentation" was staged for potential investors early in September. This followed a visit to Northern

Ireland in the summer by a mission of Japanese industrialists sponsored by the Federation of Employers' Associations.

Other Japanese industries which have shown an interest in Northern Ireland include electronics and computers. A project for the manufacture of large computers by a Japanese company has been discussed with the Northern Ireland authorities, but problems are said to have arisen over the percentage of imported parts involved in the project. This would be too high for the Japanese product to obtain a certificate of local origin from the EEC. Japanese industrialists are said to be impressed by the standard of labour relations in Northern Ireland ("better than in the rest of the U.K." according to some observers), and by the cheap labour available. Many potential investors are still deterred by the security situation but the Industrial Development Corporation is setting its sights on getting one major Japanese company "into" the province by the end of 1973. It can be done it is expected that other investors will follow.

## Automotive Products buys factory in France

AUTOMOTIVE PRODUCTS, the 861m. automotive component manufacturing company with headquarters in Leamington Spa, Warwickshire, has acquired a manufacturing plant in Angers, in North-West France, which is to be a base for expansion in Europe.

This latest move by AP follows the formation earlier this year of a new subsidiary company in Paris, Automotive Products SARL, to direct and extend sales and marketing activities in France.

AP plans to develop the site to provide a complex supporting an intensive campaign to increase the penetration of its original equipment and replacement parts for cars and trucks

in the French motor industry and the total EEC market.

Already well established as a leading component producer in the U.K., supplying every British car, truck, and tractor manufacturer, Automotive Products has developed strong links with leading vehicle producers in Sweden, Germany, Holland and Italy. The integrated campaign is aimed at establishing its wide range of products in the French market.

AP, known for its Lockheed brakes, steering and suspension joints, Bore and Beck clutches and for AP automatic transmissions, supplies original equipment to every vehicle-producing country in the EEC. The Angers plant will be supported by the company's international

parts service. One of the large of its kind in Europe. Directing activities in France is Mr. Jean Gaspard Dolfi, director-general of Automotiv Products SARL, who, AP said, will use his close understanding of the French industry to ensure that operations in France meet the particular needs of the market.

Mr. J. T. Panks, chief executive of AP, has said: "We have received tremendous encouragement from the French authorities. We are now well set to meet the exacting requirements of the French motor industry."

"I feel confident that our investment in France will increase dramatically, rising to around \$5m. by 1980."



B.E.E. Olympia 2-11 October  
Stand No 11 Grand Hall  
Stand No 234 Grand Hall  
(1st Floor)

## Multi-Access 6501 Office Computer puts the facts at your fingertips

Take an example. Feed in the information for an order, and the 6501 carries out all these tasks automatically—  
1. record order 2. check client credit 3. check availability 4. notify stores 5. prepare despatch note with copies 6. complete invoice 7. make entry in ledger 8. analyse data for day book, customer's account, commission and stock records.

All your records stay in the building. That's where you want them. That's where you can put your finger on them.

Facit-Addo's 6501 is all about money. It's a multi-access computer system for use by office staff and management. It requires no specialist operators. It saves time. And time is money. It frees staff for other work. It prevents costly errors. It provides valuable information. And because it can do a lot of things for a lot of people simultaneously, it is a very economical proposition.

The master mind is a central processor. The 'senses' are on-line. Input/output terminals which, even without post office lines, can be up to 2 km away. So the computer-controlled work stations are sited to suit the business, not the computer. The 6501 system fits into a normal office environment. Without special air conditioning or structural insulation. And its modular concept allows the system to expand with the business.

You've a wide range of communication terminals

from which to choose—keyboards, typewriters, printers, video display units, paper and magnetic tape devices. The facts are at your fingertips. And you can recall them, instantly.

For the data on this know-think-remember-print machine, have your secretary phone Sheila Lake at Medway 43435. Or fill in the coupon below.

**FACIT ADDO**  
BUSINESS EFFICIENCY AT YOUR FINGERTIPS

INPUT COUPON Post to: Facit-Addo Ltd., FREEPOST, Maidstone Road, Rochester, Kent.  
COUPON OUTPUT Full information on the 6501 Office Computer to be sent to:

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company \_\_\_\_\_  
Tel no \_\_\_\_\_  
Address \_\_\_\_\_ FT 27/9



Mr. R. Fell, director of the Export Credits Guarantee Department, member of the British Overseas Trade Board, visiting British exhibitors at the International Machine Tool Exhibition (IMEA), September 18-27, 1973, in Hannover, where a large British groups display was organised by the Machine Tool Trades Association and supported by the British Overseas Trade Board.

## One week in U.S.A. FROM £118

Once again, we are pleased to announce that this winter we can offer inclusive 8 day (7 nights) packages to the U.S.A. for holiday or business at very low prices. NEW YORK - Edison Hotel, off Broadway, air-conditioned room, with T.V. and bath £118.00. (on this hotel only breakfast is included in the price) - Waldorf Astoria or New York Hilton £140.00. - Seaside Hilton £135.00. LOS ANGELES from £120.00. SAN FRANCISCO from £125.00. LAS VEGAS from £120.00. CHICAGO from £160.00. MIAMI BEACH from £104.00. WASHINGTON from £141.00. Departures from London every Sunday from November 4th - December 9th. Departures from Manchester every Sunday from November 11th - December 16th. New York and onward by jet scheduled services. Ideal for the businessman. Bookings accepted up to 14 days before departure. And we can arrange a schedule specially tailored to your own requirements.

## FLY TWA'S AMBASSADOR SERVICE WITH AMERICANA HOLIDAYS

— One Specialist in U.S. Travel.  
Send today for our brochure featuring our full range of U.S.A. Winter Holidays.  
Wembley Travel Centre, DEPT. FTL  
432 HIGH ROAD, WEMBLEY HAN-6AN  
Tel: 01-902 0182 Government approved licence no. ATOL 023 ABC

## YOU NEED MORE THAN WATER TO STAY AFLOAT IN SHIPPING.

Finance, and a host of banking services, are essential in the shipping industry and that's where the Anglo-Portuguese Bank steps in.

First, we have valuable experience and resources for financing shipping, ship building and ship chartering, and we'll see you get successfully afloat.

Second, we back up our finance with a personal and rapid service in all currencies, in everything from the receipt of freights to the handling of world-wide disbursements. Whatever your special requirements—time charters, voyage charters or any other shipping services—we have the facilities to meet them quickly and efficiently.

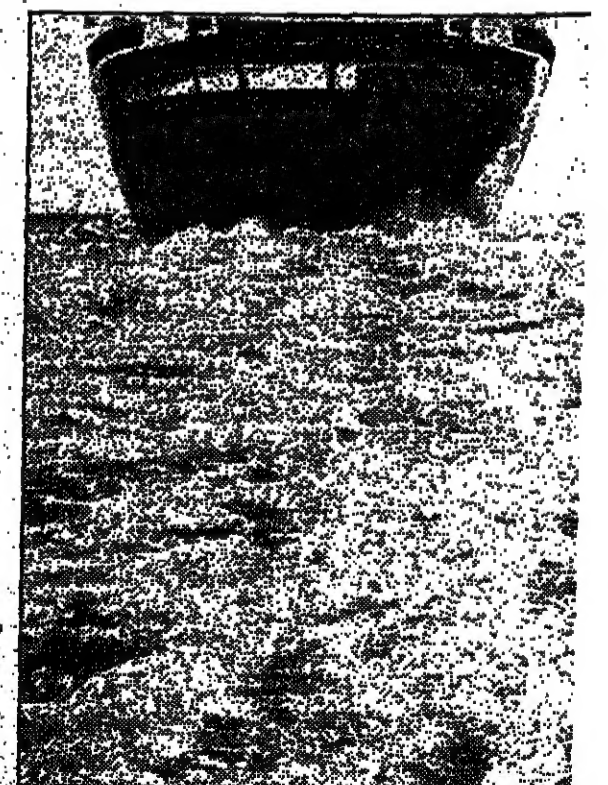
Captain of our ship is Philip Moss, and he'll personally look into your needs.

Contact him now, especially if you're considering a new venture and let us help you sail to success.



## Anglo-Portuguese Bank Limited

7 Bishopsgate, London EC2N 3AB  
Tel: 01-588 7575 Telex: 884463  
Director and General Manager: Peter M. Bunce









## EUROPEAN NEWS

## Irish mine tax move seen as concession to unions

BY DOMINICK J. COYLE

DUBLIN, Sept. 26.

THE IRISH Government's decision to withdraw the 20-year tax holiday for mining companies, reported in later editions of this morning's newspapers, is a mixture of fiscal and political considerations which, in turn, reflects something of an ideological divide within the new National Coalition Government.

The announcement late last night, made without any prior consultation with the major mining companies operating here, could well be significant: the Irish Congress of Trade Unions meet at a special conference to-morrow to decide whether or not to open exploratory talks with employers and Government on a third national pay agreement.

The trade unions, and particularly the Irish Transport and General Workers Union, have been campaigning for a major review of existing fiscal legislation, including the tax holiday enjoyed by the mining companies and the fact that the agricultural community here still remains outside the general income-tax net.

Earlier this month the new Government said it was thinking about taxing farmers and last night's abrupt announcement terminating concessions to mining companies, including those already in production, was seen as welcome here to-day by the trade unions as a further concession to their demands.

The Labour Party, the junior partner in the National Coalition Government, has its own annual conference in later editions of this morning's newspapers, when many delegates would ordinarily have been expected to receive forcefully demands made at the 1972 conference calling for the complete nationalisation of the Irish mining industry.

## Timing

The timing of last night's statement, coupled with the total absence of any consultation with the industry and the lack of clarity about the Government's precise intentions on new fiscal arrangements, suggest that the announcement itself has all the hallmarks of political cosmetics.

The two senior Ministers directly concerned are currently abroad. However, the whole question of mining, and in particular the growing popular demand here for the State to secure a fair revenue return from the country's natural resources, has come before the Cabinet on a number of occasions since the new Government came to office last March. Further, a special inter-departmental committee was established by Mr. Patrick Lally, Minister for Industry and Commerce in the last Government, to review royalty and taxation arrangements for mining.

The 20 year tax exemption for mining profits was introduced in 1967 (to run until 1986).

Mr. Charles J. Haughey as Minister for Finance in the then Fianna Fail Administration. He justified the new arrangements on the basis that it was necessary to attract to Ireland international exploration companies prepared to commit risk capital in search for minerals.

This attractive fiscal concession did, in fact, generate something of a boom in exploration here: to date in Ireland some 30 companies have prospecting on almost 1,500 different locations, although there have been only four major finds justifying commercial exploitation.

For the largest discovery is the major zinc-lead ore body at Navan by Tara Exploration, whose chief executive, Dr. Oliver Weldon, today expressed surprise at the Government's decision to end the tax holiday.

However, the company is hoping to open formal talks with the Government within the next couple of weeks on getting a mining lease for its Navan property while, at the same time, ascertaining the nature of the new taxation structure envisaged for the mining industry.

## Speculative

Speculative reports here today, in the absence of any official details of the new tax arrangements being planned by the Government, suggest that the Exchequer could receive anything between £68m. and £120m. in additional revenue over the next 20 years from mining operations planned or already underway here.

However, a spokesman for the Fianna Fail opposition in the Dail (Parliament) today criticised the "crude" nature of the Government's announcement and suggested that it was wrong for one government to withdraw — in effect retrospectively — a fiscal concession granted by a previous Administration.

This particular aspect must also cause concern to the industry, which undertakes promotional work abroad to attract new industries to Ireland through a combination of fiscal concessions and monetary grants. Some foreign companies may see a precedent being established by the Government in altering existing mining legislation, thus creating some suspicion that the wider industrial incentives could also be at risk in certain circumstances.

A lawyer told the court yesterday that Mr. Cornfeld had offered to pay £250,000 to former 10S employees who lost money when the company crashed in 1970.

But a lawyer representing former 10S employees seeking reimbursement from Mr. Cornfeld.

## Bonn seeks German unity via detente, Brandt tells UN

BY OUR OWN CORRESPONDENT

UNITED NATIONS, Sept. 26.

THE WEST GERMAN Chancellor, Herr Willy Brandt, said to-day that the Federal Republic would "seek to create a state of peace in Europe in which the German people also can regain their unity in free self-determination."

Addressing the UN General Assembly for the first time, just eight days after the admission of both German States, he said Bonn had not, however, come to use the UN as "a waiting hall for the German problems or to make claims we know cannot be met here in any case."

West German gratification over the friendly welcome accorded by other UN members was mitigated by the division of Europe glaringly manifest in Germany and which, almost three decades after the end of the Second World War, still claimed its victims.

The renunciation of force, which he called "the first element of our peace policy," provided a major theme in Herr Brandt's address, delivered in German, although this is not an official UN language. According to reports, he decided to speak his mother tongue—providing, as required by the rules, translations into the official languages—for fear that if he chose English the East Germans would make a practice of speaking Russian.

Herr Brandt said the consistent renunciation of force as a means of achieving aims, furthering interests and settling differences, was "the decisive factor needed to sow the seed of detente in the heart of Europe."

## Air row: Lufthansa plea

BY JONATHAN CARR

BONN, Sept. 26.

THE WEST GERMAN airline Lufthansa has urgently appealed to air traffic controllers to end their go-slow, accusing them of placing the democratic basis of the State at risk.

In a sharply worded letter from the entire board, Lufthansa said the controllers' action meant that internal German civil aviation had to "vegetate at the level of an underdeveloped country."

Thousands of jobs were being put at risk through the four-month-long go-slow. More than that, the trial of strength with

the Government meant the controllers were placing the law and order of this democracy in jeopardy.

It appealed for a return to normal work, claiming the Government had made it clear it would be prepared to talk, although not under duress.

The letter was addressed to the leader of the some 1,200 controllers, Herr Wolfgang Kassebohm. A Lufthansa spokesman said today there was no sign yet of a reply.

Lufthansa has so far lost some DM2,300m. through the dispute and has cancelled about two-thirds of its internal flights in West Germany.

The controllers are demanding higher benefits, including salary increases and better career prospects.

## FRANCE

## Pompidou meeting Press to-day

By Robert Mauthner

PARIS, Sept. 26.

PRESIDENT POMPIDOU is to give a Press conference to-morrow which is likely to be of considerable importance both from an internal French and an international point of view.

To begin with, the French President has not held a formal Press conference since last January—some five months before the persistent rumours about his failing health hit the headlines during his meeting with President Nixon in Ireland.

Not only the hundreds of journalists attending the Press conference, but millions of television viewers will be scrutinising his face and manner to try and establish whether, in fact, M. Pompidou is now again in good health.

His conclusions will, no doubt, offer a pointer to whether M. Pompidou will run for a second term in the next presidential election in 1976. The somewhat premature interest in this election has been stimulated by M. Pompidou's proposal, due to be submitted to Parliament next month, to reduce the presidential term from seven to five years.

It is generally expected that the President will take the opportunity to-morrow to give a more detailed explanation of his reasons for his project, which has met with opposition from a number of hard-line Gaullists, such as the former Prime Minister, M. Couve de Murville.

China visit

On the international plane, what the President has to say about his recent visit to China, the future of the Common Market and the reform of the international monetary system, will plainly attract the greatest attention.

M. Pompidou is said to have been greatly impressed by his talks with Mr. Mao Tse-tung and Mr. Chou-en-Lai and can be relied upon to elaborate at some length on his ideas about the balance of power in the world, now that China has emerged from its long isolation. At the same time, there can be little doubt that he will underline the continuing need for better relations between the West and the Soviet bloc, one point on which the French and Chinese leaders failed to see eye-to-eye.

On the other hand, those who expect the President to announce some dramatic new initiative in giving a new impetus to European integration may well be disappointed. Although the contents of his Press conference have been kept a strict secret, the noises coming out of the Elysee Palace have tended to play down such a suggestion.

## Banks raise base rate

By Robert Mauthner

PARIS, Sept. 26.

FRENCH commercial banks, led by the Credit Industriel et Commercial, are raising their base lending rate for both private and industrial loans to 10.4 per cent, with effect to-day. This is an increase of as much as 1.2 points on the previous rate, which had been in force since August 7.

The decision was generally expected following last week's increase in Bank rate to a post-war peak of 11 per cent and the recent sharp rise in rates on the domestic market, which have pushed up rates for day-to-day money to the almost unprecedented level of 11½ per cent.

## Tanaka in Paris

PARIS, Sept. 26.

PRIME MINISTER Kakuei Tanaka of Japan arrived in Paris to-day for a 16-day visit to France, Britain, Germany and the Soviet Union which political sources said aimed at strengthening ties with Europe.

During his four days in Paris, Mr. Tanaka will have talks with President Georges Pompidou.

## ITALY

## Naples mayor quits as tension rises

BY PETER TUMIATI

ROME, Sept. 26.

THE MAYOR of Naples, Professor Gerardo De Michele, has resigned following the recent row over the awarding of a municipal contract for a sewage treatment and filtration plant to have unannounced the sale of an almost non-existent company. The Naples municipal council has been summoned for October 5 to elect his successor.

In the meantime tension is growing in Naples and in most of the South. The president of Italy's hotel proprietors' Association, Sig. Umberto Cagli, has stated that following the cholera outbreak the number of hotel guests in Naples alone has dropped by 90 per cent. The association of Naples restaurant and bar proprietors has voted an indefinite close down of their establishments as from to-morrow to protest against the alleged lack of special Government economic assistance to Naples following the cholera outbreak. This means that thousands of men are to be laid off and they are threatened by dismissal. Small riots occurred again to-day in Naples. The neo-fascist Professor Gerardo De Michele, are doing their utmost to exploit the explosive situation, but they have not been very successful so far.

In Bari the local authorities have banned the sale of a vegetables which are usually eaten raw. It has been discovered that local market gardeners have been using treated sewage liquid as manure. There were riots when the police tried to stop the delivery of the incriminated vegetables in the main market. The three cases of cholera reported earlier this week in Naples do not appear to have been caused by shellfish which have been blamed for the epidemic. None of the three infected people had eaten raw vegetables. This led to the discovery that sewage liquid was being used by many Apulian market gardeners. The liquid was sold to them by the sewage company on condition that it should be used only for crop other than vegetables.

## Colour TV: French put on pressure

BY PETER TUMIATI

ROME, Sept. 26.

THE BITTER Franco-German struggle over the colour TV system to be adopted by Italy has flared up once again. The immediate reason is the State visit to Paris that President Giovanni Leone of Italy is to make next Monday. Apparently the French hope that this will be the occasion for Italy's choice after four years of vacillation between France's Secam and Germany's PAL systems.

The Rome office of Intersecam to-day confirmed that a new French offer has been put to the Italian Government. Among other points it includes a proposal that Italy's State-controlled RAI TV broadcasting corporation should enter into partnership with Intersecam in relation to countries which have chosen Secam Norm G. This would include most Latin American countries, Eastern Europe, China and many African and Arab nations. In this way RAI TV would come to have a share of Intersecam's royalties.

The French are also suggesting to Italy a Franco-Italian Mediterranean study centre on colour TV. The idea behind this offer appears to be that of letting Italy have some of France's advanced technology in electronics, a field in which Italy is way behind most developed nations. Using the "carrot and stick" approach, the French memorandum also says that Italy were to choose Secam France would not build the planned powerful colour TV repeater station in Corsica beamed at Italy. The French claim to have enough influence to persuade them to give up their plans of a similar station.

The French have also tried to soften the opposition to Secam prevalent in much of Italy: industry and are known to have had talks with top management of the Zanussi company of Padua. Zanussi is a big TV set manufacturer and under licence from Germany's AEG makes PAL colour sets for export. AEG is Zanussi's biggest client and a partner in a jointly-owned development company. In a way, Zanussi is State-controlled because the IMI (State-controlled) medium and long term credit institute has 49 per cent of its shares as security for a large loan. Zanussi has been facing serious financial difficulties in recent years and it has 30,000 employees and difficult labour relations. Zanussi has always spearheaded industry trial opposition to the adoption of PAL instead of PAL.

## No bail for Cornfeld

GENEVA, Sept. 26.

A GENEVA magistrate's court today rejected a plea by American financier Bernard Cornfeld to be released on bail. Cornfeld to be released on bail. Cornfeld to be released on bail.

In a session lasting only 30 seconds, presiding judge Joseph Starobinski said the three-man court turned down the request because of the criminal nature of the charges against Mr. Cornfeld.

A defence lawyer yesterday offered Frs.500,000 (£80,000) bail on behalf of Mr. Cornfeld, former head of Investors Overseas Services (IOS), a giant mutual funds empire which he founded in 1956 and left in 1970.

But a lawyer representing former IOS employees seeking reimbursement from Mr. Cornfeld.

Mr. Cornfeld, 48, was escorted by two policemen. He left the courtroom without a word or a glance at crowded public benches after the hearing. He was arrested in Geneva last May and faces charges of repeated fraud, dishonest management and inciting speculation while managing IOS.

A lawyer told the court yesterday that Mr. Cornfeld had offered to pay £250,000 to former 10S employees who lost money when the company crashed in 1970.

## AT LAST, EUROPE ENTERS BRITAIN.

On 2nd October, 1973, Europe is entering Britain, in the form of a totally new publication, Europa.

Europa is the first truly European newspaper, written by Europeans, for Europeans.

Published monthly (on the first Tuesday of each month) and simultaneously with Le Monde (Paris), La Stampa (Turin), The Times (London), and Die Welt (Hamburg), Europa will deal with economic, financial and industrial affairs, and allied social questions, as they affect the total European business community.

Each version will carry the same editorial, in the language of its country of publication.

Europa will be written by the most respected writers in Europe, contributors with profound, first-hand knowledge of their country and their particular subject.

Articles in each issue will be up-to-date, being written and translated immediately prior to the Tuesday of publication.

Altogether, Europa is essential reading for senior executives, leaders in government, and men of influence in the public life of Europe today.

There will be no extra charge for Europa.

Make sure of the first issue by ordering The Times on 2nd October.

Read Europa, and you'll be one of the most fully informed Europeans in Britain.

The first truly European newspaper.

EUROPE  
UNION  
EUROPE  
EUROPE  
EUROPE

## Soviets ratify rights covenant

MOSCOW, Sept. 26.

THE SOVIET UNION has ratified an international covenant which affirms the right of all citizens to free emigration, free expression and other liberties.

Tass news agency said to-day. However, Western diplomats tended to discount the significance of the Soviet action. They said it apparently was prompted by Soviet concern over the strongly negative reaction abroad to recent moves to clamp down on Soviet dissidents, and one source described it as "much more for show than for real."

The document is the International Covenant on Civil and Political Rights. Adopted by the UN General Assembly in 1967 and requires ratification by 35 states to go into force.

UPI

## AUTHORS WANTED BY N.Y. PUBLISHER

Leading book publisher seeks manuscripts of all types: fiction, non-fiction, poetry, scholarly and religious works, etc. Now authors welcomed. Send for free booklet, ONLY, Vantage Press, 516 W. 24 St., New York 10001.

This Advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to the public to subscribe or purchase any shares.



**RICHARDSON-MERRELL INC.**  
(Incorporated under the laws of the State of Delaware, United States of America)

Authorised  
20,000,000

Shares of Common Stock  
par value \$1.25 each

Issued  
12,271,996

The whole of the issued shares of Common Stock have been admitted to the Official List by the Council of The Stock Exchange.

Particulars relating to the Corporation are available in the Extel Statistical Services and Moodies Statistical Services and copies of the statistical cards may be obtained during normal business hours on any weekday (Saturdays excepted) up to and including 11th October 1973, from:—

**HILL SAMUEL & CO. LIMITED**  
100, Wood Street, London EC2P 2AJ

**SMITH, BARNEY & CO. INC.**  
5, Basinghall Street, London EC2V 5HL

**CAZENOVE & CO.**  
12, Tokenhouse Yard, London EC2R 7AN

مركز الأبحاث



## COMMON MARKET

## Ortoli to meet Nixon, Kissinger

REGINALD DALE, COMMON MARKET CORRESPONDENT  
BRUSSELS, Sept. 26.

RANCOIS-XAVIER Ortoli, international monetary reformer of the Common Market Commission, is to hold talks with President Nixon in Washington today during the course of a five-day official visit to the U.S. Mr. Ortoli, who will be accompanied by Mr. Henry de Witte, the new U.S. Secretary of State, Mr. Paul Volcker, the new U.S. Secretary of the Treasury, and other high-ranking officials in the Commission, will also meet Mr. Kissinger, the U.S. Secretary of State, on his latest thinking on European relations in the months of the "Year of Europe". He will also discuss with Mr. Kissinger the possibility of establishing a joint Commission of the two bodies, or whether the trip is postponed until next year, in which Mr. Nixon will be received in Europe, and Mr. Ortoli will also meet Mr. Kissinger on the way the talks on the trip.

## Optimism over launch of regions fund

RUPERT CORNWELL, LA GRANDE MOTTE, Sept. 26.

DENCE is widespread that the Community's regional fund will start operating at the start of 1974 as laid by the Paris summit, even some people fear the stage of economic and regional development, or officials of both the Commission and the U.K. Government, including Environment Minister Mr. Geoffrey Rippon, at the European Regional Conference here today. They tend to play the hard line taken yesterday by the French Planning Minister, Mr. Olivier Guichard, at the time of the meeting of Ministers gives the lead for the fund later this year.

Cooper Industries Record Profits  
Earnings increased by 50%  
1 for 1 Bonus Issue

The 16th Annual General Meeting held in Dudley on Friday, 14 September, 1973, the Chairman, Mr. Charles Cooper, presented the following:

"I am pleased to report record earnings again this year. The earnings during the last five years have shown a compound growth rate of 44%, and the last year's growth was in line with this at 50%."

"In the year to 30th April, 1973 turnover increased to £16,084,000, rising from £14,971,000 and profit after taxation to £1,054,000."

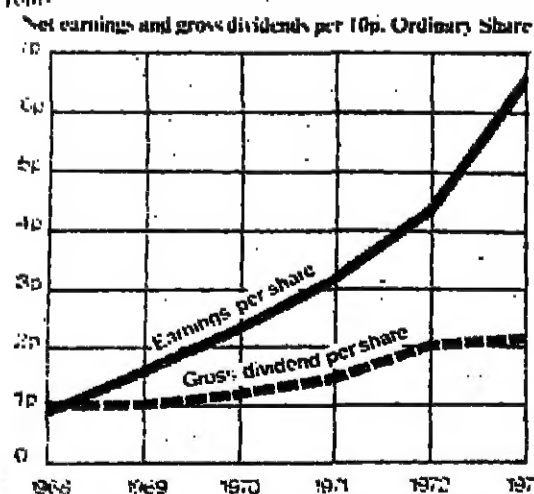
Turnover and trading profits have increased in each successive year since we have been a Public Company.

"Once again we have shown our ability to achieve continuing growth, perhaps best illustrated by the chart below which shows the increase in earnings per share some 7 times greater than those of the year to 30th April, 1968, which was £0.14, to £0.98, which together with the associated tax credit is equal to a gross 11% increase in the maximum permitted gross total of 21%."

"Dividends in the year are covered 2.7 times by earnings."

"Our future prospects are excellent in view of our substantial expenditure in new plant, and the enthusiasm that such plans are generating."

"I am confident that I shall be reporting results that break even with the previous year, the first quarter's management figures show turnover up by 25%, and a similar increase in profits."



See end of Report and Accounts of Cooper Industries for full details of the Company's Registered Office at 22 Hull Street, Dudley, Walsley, B12 2BU.

## LMBIA INDUSTRIAL AND MINING CORP. LTD.

% Guaranteed Dollar Bonds due 1978

Payment of Principal and Interest

It is given that where lodgement of certificates is made at Manufacturers Hanover Trust Company, 7 Princes Street, London EC2R 8AQ, the following must be complied with:

Lodgements must be made by Authorised Depositors over the counter. No judgements will be accepted through the post.

U.K. Income Tax at 30% will be deducted from the interest portion of the payment and a Sterling cheque issued. A Dollar cheque will be issued for the Principal amount of payment.

Cheques may be forwarded direct to the Trustees in New York.

MANUFACTURERS HANOVER TRUST COMPANY  
7 PRINCES STREET, LONDON, EC2R 8AQ

## Martial law comes to an end in Turkey

By Metin Munir

ANKARA, Sept. 26. NO QUICK RECURRENCE of Communist terrorism in Turkey is expected after martial law is finally lifted from the last two remaining provinces, Ankara and Istanbul, at midnight tonight.

The active operating elements of some six Communist organisations have been killed or jailed in 28 months of martial law and the strength of these organisations has been greatly curtailed.

According to reliable estimates, 1,700 people have been tried and sentenced on subversive charges since martial law was declared in April, 1971. About 4,000 Leftists are currently on trial before military tribunals and about 1,000 others will probably appear before the newly formed extraordinary State security courts.

About 30,000 weapons and amounts of explosives have been seized, according to Turkish officials. However, Turkey is a country where people are in the habit of owning weapons, particularly in the underdeveloped east where countless blood feuds are going on. So it would be safe to assume that at least a third of this arsenal was owned by people who did not intend to use them for terrorist purposes.

Elections which are to be held on October 14 are yet another factor. The majority of the extreme Left which voted for the banned Turkish Labour Party in 1969 is now going to vote for the Republican People's Party, the main opposition—social democratic—party. There are indications that for lack of anything else, the extreme Left is planning to work through the RPP, although there is no indication that they have succeeded in breaking in.

## Detrimental

There is speculation that the Communist underground will wait and give a chance to the RPP, since any violence before the elections will play into the hands of the authorities and be highly detrimental to the RPP. Martial law was declared in 11 provinces one month after the military intervened and overthrew Prime Minister Suleyman Demirel. Eight of these provinces were the country's most industrialised or populous provinces, the remaining three being regions where Turkey's Kurdish minority live. Martial law placed the police force and the rural gendarmerie under the army and in effect gave it direct responsibility for law and order throughout Turkey. The army used martial law as a weapon to crush the entire Leftist opposition in Turkey and intimidate the liberals.

## Palme ponders major Cabinet changes

By Our Own Correspondent  
COPENHAGEN.

SEPTEMBER 26. SWEDISH PRIME MINISTER Mr. Olof Palme is reported to be considering major Cabinet changes following last week's general election losses for his Social Democratic Party.

According to the usually well-informed Stockholm newspaper Dagens Nyheter, Foreign Minister Krister Wickman, 49, may leave the Cabinet to become the new Governor of the Central Bank when Mr. Per Ahström retires shortly. Mr. Ahström, Governor since 1957, is expected to become the representative of the Nordic countries on the IMF Board of directors in Washington.

Finance Minister Gunnar Sträng, 57, in office since 1955, is not expected to move, said the paper. He is the Cabinet heavyweight, a popular, earthy but brilliant man who forms an effective counterweight to the young and intellectual Prime Minister. Within a few years, however, Minister of Commerce Kjell-Olof Feldt, 42, is tipped to take over from him.

## SIR ALEC FOR TALKS WITH NEW SPANISH ENVOY

UNITED NATIONS, Sept. 26. Spain's newly-designated Ambassador to Britain, Señor Manuel Fraga Iribarne, arrived in New York today from Madrid to take part in talks with British Foreign Secretary Sir Alec Douglas-Home on the dispute over Gibraltar.

Mr. Fraga is a former Spanish Information Minister. He and Sir Alec, along with Foreign Minister Lopez Rodó are expected to confer on the question on Thursday.

## Spain's reserves at record level

THE SPANISH payments balance registered a surplus of \$14.2 billion last month and, according to Bank of Spain reports, total reserves have increased to a new record \$8,568.6m. in gold and foreign currency.

The foreign trade balance continues deeply in the red but, as usual, the trade deficit was more than covered by revenue from the tourist trade and, according to provisional regulations, the inflow of foreign capital in the first eight months of this year increased by more than 45 per cent. on the corresponding 1972 figure to over \$1,200m.

## MONTHLY SURVEY OF GERMAN BUSINESS OPINION

## Optimism fading away

BY MALCOLM RUTHERFORD

ALTHOUGH THERE are marked variations from sector to sector, West German business is becoming less optimistic about the future. Domestic demand has passed its peak, though foreign demand is still buoyant. The utilisation of industrial capacity has begun to fall and in the present cycle never reached the near 82 per cent. level of the previous boom. Prices, however, are continuing to rise and in many sectors are expected to rise more sharply in the next few months.

These are the main findings of the IFO "Konjunkturtest" for August. The test—by the independent institute for economic research in Munich—is widely regarded as the most sensitive guide to changes in trends in the economy as a whole. It is based on monthly questionnaires to a large number of concerns and has a reputation of spotting any change faster than any other West German institution. Its findings will in future be reported regularly in The Financial Times.

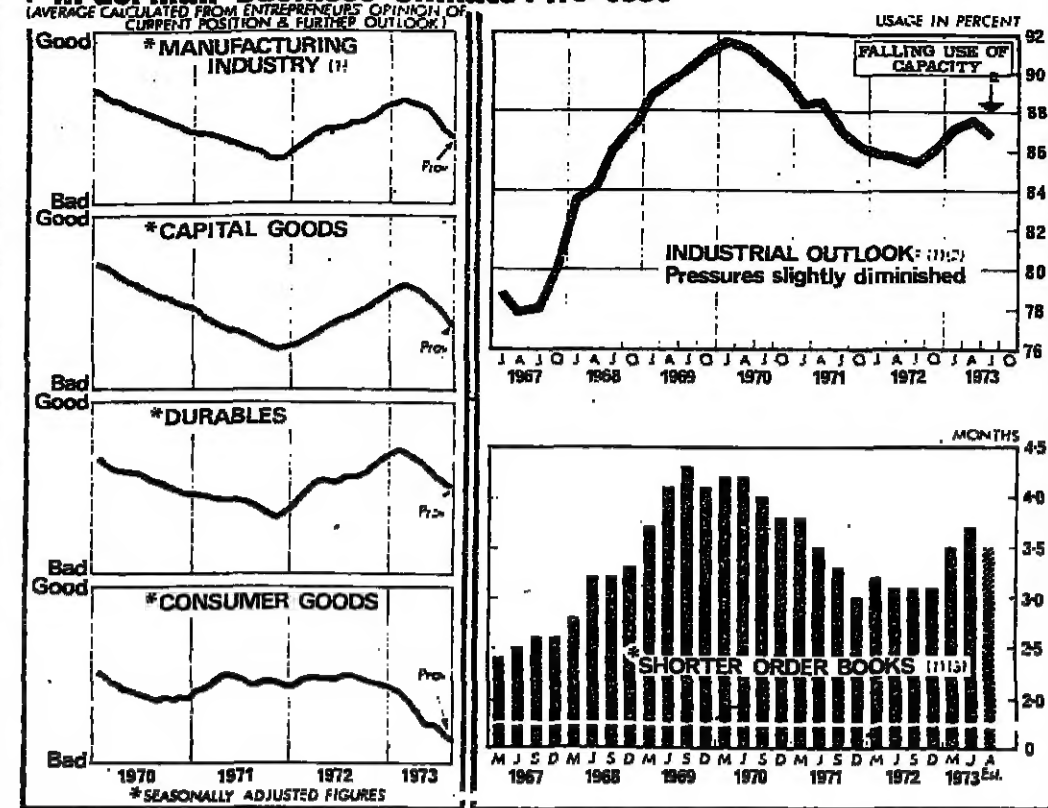
The first slackening of demand was recorded in June, following the Government's new stability measures which included an 11 per cent. tax on domestic corporate fixed asset investment. At that time, most respondents reported that the business situation was still good, but there was a sharp increase in forecasts of a downturn to come.

This trend accelerated in August. Pessimistic forecasts increased, especially as regards domestic orders, and the number of companies reporting a good current situation went down. So much is shown in the charts which represent a balance of the present situation and future expectations. In general, companies said the state of their order books was adequate and their stocks normal.

Turning to individual sectors, the end of the boom is reflected most strongly in the slackening of demand for capital goods. The number of companies reporting a good current situation was

down sharply. Mechanical lengthening and stocks were said sector with companies revealing never really reached boom proportions, was the hardest hit. With companies reporting a goods sector together, however, were actually down in volume on shortening of order books and, the general outlook is less the early part of the year.

## W. German Business Climate: Ifo-test



(1) Excluding iron and steel, foundries, non-ferrous metals, food, beverages, tobacco products.

(2) Full employment of capacities as usual in respective plant equals 100 per cent.

(3) Production run in months assured by orders booked, seasonally adjusted, as at January, April, and August.

Many enterprises reported further cutbacks to come, especially in the heavy vehicles sector despite fairly full order books.

There is also growing pessimism in the consumer goods

sector where order books were still favourable than two months ago, especially in the heavy vehicles sector despite fairly full order books.

There is also growing pessimism in the consumer goods

in the shoe industry, which has long faced heavy foreign competition, was also bad.

By contrast, both the current situation and the outlook are much better for consumer durables. Order books were generally said to have lengthened and car orders in particular were high, no doubt reflecting the new models coming on to the market with the Frankfurt Motor Show.

Demand for precision and optical instruments as well as for metal goods was strong, with many companies saying their stocks were low.

There was also a revival in demand for electrical goods, which had been falling in the first half of the year. Production here is to be stepped up, especially to meet export orders. IFO tends to attribute the revival to the radio and television exhibition in Berlin earlier this month. The notable exception among consumer durables is furniture where demand has fallen below normal and stocks are piling up.

Price expectations are generally in line with demand pressures. Thus the August test shows that prices for consumer durables have been rising steadily and most respondents expect them to rise more sharply in the next few months. Prices for capital goods are forecast to go on rising at about their present rate. (Industrial producer prices rose by 0.4 per cent. in August and were 7.4 per cent. up on a year ago.) Prices for non-durable consumer goods, however, are expected to begin to rise more slowly.

On the whole, the test suggests the Government's stability

measures are beginning to have an effect in curbing demand, but not yet in reducing inflation. The situation would be very different if it were not for the high export orders, but if it seems unduly depressing it is worth having another look at the chart on utilisation of capacity. At around 87 per cent, it was about the same level as in late 1968 when the previous boom was getting under way.

are you able to manage?



If property management means no more to you than rent collecting, you probably will be able to manage. But today creative property management in the hands of leading Chartered Surveyors aims at optimising the profitability of property assets.

Regular inspections and a planned programme of improvements, advice on rent reviews, running checks on outgoings, continuing effort to ensure maximum occupation of premises, and the efficient running of buildings down to organising window cleaning contracts—this is the sort of continuous surveillance that goes to ensure a company's properties are assets as solid in the balance sheet as gilt-edged securities (although with growth rates probably significantly higher). Professional property management pays for itself many times over.

For a booklet which describes how Property Management can help companies with their problems write to:

Richard Ellis Chartered Surveyors  
64 Cornhill, London EC3V 3PS Telephone: 01-283 3090

Richard Ellis



## OVERSEAS NEWS

## Feisal still holding to UN line on Middle East

BY RICHARD JOHNS, MIDDLE EAST CORRESPONDENT

KING FEISAL of Saudi Arabia has set implementation of UN resolution 242 in its entirety—as the Arabs understand it—as the price for not using the “oil weapon” against the U.S., according to informed sources.

As yet, however, it appears this position on a Middle East settlement has not been conveyed to the U.S. Government and, anyway, the Saudi monarch is understood to believe that it is premature to evolve a plan for putting the squeeze on the U.S. (and other consuming countries) by holding back production of oil in the hope that this would force the Administration into pressuring Israel.

Saudi Arabia—like Egypt, Jordan and Syria—does not expect any U.S. initiative before the Israeli general elections which are due to be held on October 30. It would be unreasonable to look for any results in the winter of 1973-74. And from the energy point of view, the following winter would be a far more appropriate time to apply the “oil weapon.”

Recent interviews given by King Feisal and his son, Prince Saud, the Deputy Minister of Oil, have shown Saudi Arabia to be approaching the question of using oil as a lever on the U.S.

with extreme caution—the Saudi monarch having refused to contemplate such a policy at all in the summer of 1972. Saudi insistence on full implementation of the UN resolution, 242 meaning complete Israeli withdrawal from positions occupied in the June War of 1967, may be an initial bargaining position, but it indicated the hard line adopted in Riyadh.

Saudi contact with Dr. Henry Kissinger, the new U.S. Secretary of State, has so far been minimal and is believed to have been confined to a brief meeting with Sheikh Ahmed Zaki Yamani, the Minister of Oil, in the late spring. Furthermore, according to diplomats intimately connected with the Middle East problem, Dr. Kissinger has not yet started his appraisal of the impasse. His luncheon with Arab diplomats in New York on Tuesday should probably be seen as his first stalling of an issue which President Nixon, with all his troubles at home, must be anxious to solve.

Thus, reports that Dr. Kissinger has put forward a six-point plan for solving the deadlock are completely dismissed. At the same time, it is pointed out that the six points said to compose the putative package probably amounts to the maximum concessions which the

Israeli political consensus would accept and that the report may, therefore, have been inspired by Israeli sources.

The points included partial withdrawal from the Suez Canal and the Golan Heights; Egyptian-Israeli condominium over areas of Sinai including Sharm el Sheikh; a return of the West Bank to Jordan with established Jewish settlements to remain; and administration and protection of Holy Places in a Jerusalem.

under Israeli sovereignty, being in the hands of Jordan and the Vatican. However, Mr. Abbas Eban, Israel's Foreign Minister, appeared to throw cold water on the report yesterday, prior to departure for London and New York, where he will attend the UN General Assembly. He said one of his principal reasons for his trip was to meet Dr. Kissinger “and to know how he views the possibility of applying his good offices to settle the Middle East conflict.”

Last week Israeli Government officials said that a new U.S. initiative was envisaged between December and February. So far, American contacts with Israel and Arab countries (Egypt and Jordan) have been on procedural questions rather than matters of substance, according to diplomatic sources.

## Saigon protest at tank raid by Hanoi

SAIGON, Sept. 26.

South Vietnam to-day protested to the International Control Commission over North Vietnam's use of tanks to overrun a Government outpost in the Central Highlands, a foreign Ministry spokesman said.

The spokesman described the assault, in which the North Vietnamese used tanks for the first time since the January ceasefire went into effect, as a “very serious” violation of the agreement. “The attack is a challenge to world opinion... and is a premeditated act of provocation,” he said.

Since the Government troops abandoned the base, South Vietnamese bombers and long range artillery have kept up a steady rain of fire on Le Minh as well as providing covering fire for retreating South Vietnamese soldiers.

The tempo of fighting throughout the rest of South Vietnam showed no signs of increasing and there was speculation that the attack against Le Minh was designed solely to allow easier movement of supplies to Communist troops in Pleiku province.

Meanwhile, a Government spokesman warned Communist military delegates that their safety cannot be guaranteed outside their compound if they continue to call the Republic of Vietnam “the Vietcong” or “Saigon Authority,” or “Saigon Government.”

A spokesman for the Provisional Military Government (PRG, that is the Vietcong) said: “While the Saigon Administration does not call the PRG in the correct sense of its name, then what right have they to prohibit us from calling them the Saigon Administration?”

Reuter and UPI

## Whitlam seeks Federal control of pay, prices

By Michael Southern, Australia Editor

SYDNEY, Sept. 25. MR. GOUGH WHITLAM, Australian Labour Government, is seeking power to conduct a referendum, probably in December, to give it control of prices and incomes. At present such control rests with the States. The referendum, if approved, will mean a major switch in power from the States to the Federal Government.

The Government has sought to conduct the referendum only on price controls, but such a move would not have passed the Senate, and the Government is outnumbered.

Earlier, a compromise was reached with the Democratic Labour Party, which is supporting the Prices Bill, so long as wages are also included. Trade unionists have indicated their opposition to the move, and the Opposition Party will fight both the Bills and the referendum. The two issues will be dealt with separately.

## Guerillas declare Guinea-Bissau ‘independent’

ABIDJAN, Sept. 26.

THE ANTI-PORTUGUESE guerrilla movement in Guinea-Bissau has proclaimed the territory's independence, Radio Conakry reported to-day.

It said the 120-member People's Assembly of the PAIGC (Party for the Independence of Guinea-Bissau and the Cape Verde Islands) declared the Portuguese territory independent at a meeting on Monday.

Conakry Radio said the PAIGC assembly met in a “liberated zone” of the territory to proclaim its independence. PAIGC leader Aristides Pereira told the Non-Aligned Summit Conference in Algiers earlier this month the party would declare independence before the end of the year. In August he said the party could boast that three-quarters of the 14,000-square mile territory had been wrested from Portuguese control.

He was the wish of assassinated PAIGC leader Amilcar Cabral that the PAIGC should proclaim independence this year, according to a leading party official. Dr. Cabral was killed in Conakry, capital of the neighbouring Guinea republic, in January. Portugal was widely blamed for his murder, but disclaimed responsibility for it.

Reuter London writes from Lisbon that Portuguese officials dismissed as “a fiction and a propaganda stunt” the reported

declaration of independence by the PAIGC rebels.

“We have been expecting this for some time but it is meaningless. Even the manner of its presentation, over the radio of a neighbouring country, is hardly the way in which independence is declared,” a senior official commented.

The declaration of independence by the PAIGC has been anticipated in Lisbon and although, on the face of it, it is unlikely to affect the situation inside Guinea-Bissau, it may bring some headaches for Lisbon's already overwrought diplomats. The expectation is that the PAIGC will attract a large number of formal recognitions from Afro-Asian, Communist and Scandinavian countries for a Government based in exile, and then seek UN membership.

It is thought here that this is likely to be vetoed by Britain, France or the U.S., but that it will lead to some major rows in the General Assembly. Portugal will break relations with any country recognising the declaration. This will affect the Scandinavian countries and could have repercussions within NATO and EFTA.

This was obviously what Dr. Cabral had in mind when he devised the “recognition” formula as a way of achieving independence for Guinea-Bissau that eluded him through armed insurrection.

## Record candidate lists for Israel election

BY L. DANIEL

JERUSALEM, Sept. 26.

AN ALL-TIME record 23 lists of candidates for Israel's general elections on October 30 were submitted by 10 pm last night—the deadline for the filing of names of parties and their candidates. However, 18 of the lists are made up of a maximum three candidates each, showing these parties' own expectations of not getting in more than one or two members.

The largest list submitted is that of the Labour alignment. The alignment, made up of the party headed by Premier Golda Meir (itself composed of three factions) plus the “Mafpan” party somewhat to the left of it, had put forward a list with 120 names. This grouping has 56 seats out of a total of 120 members in the outgoing Knesset (Parliament).

Nearly all the names of the first 60 candidates on the alignment list are “old timers.” The probable exceptions being Israel's Chief of Staff during the six-day war (and until recently Ambassador to Washington) General Yitzhak Rabin (Reserves) and the recently retired Chief of Intelligence, General Aharon Yariv (Reserves), both of whom enjoy widespread popularity.

The right-wing opposition Slade, formed by four parties favouring a “greater Israel” in the foreign policy field, that is, an Israel incorporating the West

Bank, and non-socialist policies on the home front, has put up 41 candidates while it has 31 seats in the present House. The three other major parties, who are likely to play a significant role in forming a new coalition, are the National Religious Party with 16 candidates (12 seats hitherto), the extreme religious “Aguda” group with six candidates (unchanged) and the Independent Liberals with six candidates (four seats now). Both the National Religious and the Independent Liberals are partners in the present coalition Government with the Labour alignment.

## Syria reshuffles Cabinet

BY IHSAN HIJAZI

BEIRUT, Sept. 26.

A RESHUFFLE of the Syrian Cabinet of Premier Mahmoud Al Aroubi was announced in Damascus to-day. Two prominent members of the ruling Baath party entered the Cabinet for the first time but the rest of the portfolios remained unchanged.

Mr. George Sadek, who was appointed Minister of Information, while Jaber Al Kiril became Minister of Oil, Electric Power and Mineral Resources.

Mr. Sadek has been in charge of the information section of the Baath party since President Hafiz Assad came to power in November 1970. Informed sources here believe the

appointment is meant to end the rivalry between government and party information organs. The sources also expect Syria to embark on a new information campaign following recent developments which raised questions about the policy of President Assad. These mainly were the recent reconciliation with King Hussein and speculations that Syria was now prepared to accept a political solution to the conflict with Israel.

The main Cabinet posts, such as Defence, Interior and Foreign Affairs, remain in Baathist hands, while the Communist party and other groups that form

the National Front with the Baath party have retained their government posts in the reshuffle.

Meanwhile, Syria to-day was playing host to a prominent Lebanese Right-wing leader for the first time in recent memory. Mr. Pierre Gemayel, President of the Phalangist party, Lebanon's largest Rightist group, was invited by President Assad himself and was given red-carpet treatment including a reception at the border. This is Mr. Gemayel's first visit to Damascus in 17 years.

The visit, however, coincided with an uproar in Lebanon by Leftist and Muslim leaders over the armed “militia” of the Phalangist party, and of another Right-wing group, the National Liberal Party of former President Camille Chamoun. Mr. Gemayel recently admitted that his party maintains as many as nine camps for training Phalangist militia, while Chamoun's militia recently carried out exercises with live ammunition somewhere in Lebanon.

The militia question is fast becoming the main issue here. Mr. Gemayel had said he would be ready to disband his militia if Palestinian guerrillas would agree to bring the 15 refugee camps in Lebanon under Lebanese authorities. He said the refugee camps, fully controlled by the guerrillas, had become states within the Lebanese State.

Defence Minister Nassir Maaluf, who is an ally of Mr. Chamoun, has declared that Lebanese civilians will be allowed to possess pistols and military rifles under licences to be issued by the Ministry of Defence.

## Athens denies pressure by U.S.

ATHENS, Sept. 26.

THE GREEK Government denied to-day that it acted under pressure from the U.S. by granting amnesty to political prisoners and promising parliamentary elections in 1974.

A statement from the Prime Minister's general secretary, Nikos Papadopoulos on his inauguration report by the Athens daily to

Vina that the actions resulted from a memorandum from the U.S. government delivered before the July 29 referendum establishing Greece as a Republic. The Government also published for the first time to-day a congratulatory message President Nixon sent to Mr. George Papadopoulos on his inauguration.

## WANKIE COLLIERY COMPANY LIMITED

(Incorporated in Rhodesia)

DIVIDEND NO. 98

The Directors have today declared dividend No. 98 being the final dividend for the year ended 31st August, 1973 of 13½ cents per share, less Rhodesian tax at 40 cents in the \$, equivalent to a net dividend of 8 cents per share, payable to shareholders registered in the books of the Company at the close of business on 12th October, 1973. Dividend warrants will be posted on or about 8th November, 1973. The transfer registers in Rhodesia, the United Kingdom and South Africa will be closed from 13th to 15th October, 1973, inclusive. Rhodesian non-resident shareholders tax at the rate of 15 per cent will be deducted from the dividend where applicable.

This dividend, together with the interim dividend of 5 cents net per share, declared on 30th March, 1973, makes a total of 13 cents net per share for the year. Audited results for the year, ended 31st August, 1973, with comparative figures for the previous year, are as follows:

	1972/73	1971/72
TRADING PROFIT, from coal, coke and by-products, sundry revenue and loss of profits insurance	\$1 512 000	\$1 566 000
Add interest and dividends receivable	666 000	839 000
	2 178 000	2 405 000
Deduct debenture interest and other charges	88 000	116 000
	2 090 000	2 289 000
Deduct taxation	590 000	526 000
PROFIT AFTER TAXATION	1 500 000	1 763 000
Add unappropriated profit from the previous year	697 000	754 000
	2 197 000	2 517 000
APPROPRIATIONS:		
Deduct: General reserve	—	300 000
Dividends	1 647 000	1 520 000
	1 647 000	1 820 000
Unappropriated profit carried forward	\$ 550 000	\$ 697 000
	1972/73	1971/72
Dividends—net per share		
Interim	5c	4c
Final	8c	9c
	13c	13c

The dividend is declared in the currency of Rhodesia. Payments from South Africa will be made in the South African equivalent of the Rhodesian value at the rate of exchange ruling at the close of business on 30th October, 1973.

In terms of exchange control regulations, payment of dividends due to members who are resident in the United Kingdom, Zambia and Tanzania, must be paid into blocked accounts in the shareholders' name with a registered commercial bank in Rhodesia. The Rhodesian exchange control regulations permit the investment of funds held on blocked accounts in interest bearing savings and fixed deposit accounts with the commercial banks. Special application may also be made to Rhodesian exchange control through an authorised dealer for permission to use blocked funds for other types of investment in Rhodesia.

Arrangements are being made for members normally paid from the United Kingdom and who are not resident in the United Kingdom or Zambia to be paid their dividend from Rhodesia.

By Order of the Board  
ANGLO AMERICAN CORPORATION OF SOUTH AFRICA LIMITED  
London Secretaries  
E. G. RUDLAND

London Office:  
40, Holborn Viaduct, EC1P 1AJ.  
Office of the United Kingdom transfer secretaries:  
Charter House, Station Road,  
Ashford, Kent.  
TN23 1QB.  
26th September, 1973.

John Worrall reports from Nairobi that as the bankers move out a new UN agency will take over the Kenyatta Centre

## Earthwatch

SLIPPING in ahead of the world's bankers, now in session, “Earthwatch” has arrived in Nairobi to set up a global anti-pollution monitoring service. The organization behind “Earthwatch” is known by the newest set of initials in the world's alphabet—UNEP—which stands for United Nations Environment Programme.

When the bankers leave Nairobi, UNEP is to set up shop in the upper 20 storeys of the Kenyatta Conference Centre, a tall tower with a science fiction look to it. The Tower will not be of ivory for the enthusiastic men who form the advance guard of UNEP are allowed to have their way. Plans to save the national and global environment will go out from Nairobi, and UNEP will expect nations and authorities to take appropriate action.

The programme was set up in Stockholm last year at a conference attended by representatives of 115 nations. They signed a declaration recommending the implementation of more than 100 proposals for improving the environment.

This declaration was accepted by the General Assembly in December. A Governing Council of 58 members, a Secretariat and an action fund were established. It was agreed to make Nairobi the headquarters. Maurice Strong, an eminent Canadian businessman, was appointed Director-General. He has just arrived in Kenya to get the programme off the ground. It indicates the strength of world concern about pollution that it took exactly nine months to recruit staff and move the environment caravan to Kenya. Officials surrounded by packing cases are working in a temporary home until they can move into the tower.

The Secretary-General of the United Nations, Dr. Kurt Waldheim, gave the project his blessing; it should “aim at finding ways of reconciling the legitimate needs of mankind with the protection of the interests of future generations.” There seems to be plenty of money available to

UNEP, a guaranteed sum of \$100m. for five years. The programme is vast. Prominent in its Nairobi activities will be the romantic sounding “Earthwatch” project, especially that side of it which will “monitor the world for pollutants liable to affect weather and climate, and persistent and widely distributed substances liable to accumulate in living organisms and move through ecological systems affecting man.”

It will be responsible for developing primary protection standards as a basis for determining what levels of pollution endanger human health. It will collect and assess information on chemical pollutants and try to identify environment problems affecting the development process. A global early-warning system may be set up to warn nations whose trade may be affected by other nations' environmental measures, or whose health may be affected by the export of environmentally harmful substances.

UNEP will report on the spread of deserts, the pollution of the earth's waters, the retreat of the forests, and will give encouragement and scientific and technical advice to national environment organizations. In the Kenyatta Tower, you will find a man who is doomed to die. He is Dr. Robert Froesch, a spoken American scientist of 48, a theoretical physicist, who once ran an ocean research laboratory, was a nuclear test detective, and is a former Assistant Secretary of the U.S. Navy for Research and Development.

Dr. Froesch is the top scientist of the programme. He will occupy a key role in the battle to save the environment, and is entrusted with nothing less than the formidable task of rescuing man from the errors of his polluting ways.

I asked Dr. Froesch what are the world's worst environment problems. “Without much doubt the problem of ocean pollution by oil, industrial wastes and sewage,” he said. “After that it is probably the pollution of the atmosphere.”

Nations must not think that they can now delegate the whole responsibility for environment protection to UNEP.

“Nations have their own specific responsibilities like the Americans for cleaning up Lake Erie, and the Swiss for Lake Geneva. Our job is to observe what is happening on a global scale, so that we can advise nations what to do,” Dr. Froesch said. UNEP only has the moral power of information and persuasion to make nations clean up; but with a powerful information service in action some pressure could be brought to bear on nations disobeying world environment rules.

The programme people are very conscious of the need to avoid setting up a huge bureaucracy, where red tape would delay action. The operative staff will be about 100 people, including scientists and technicians, backed by some 200 clerical workers and others recruited in East Africa.

Much of the global information for “Earthwatch” will, it is hoped, come from a satellite but, according to Dr. Froesch, the satellite is having trouble with its tape recorder equipment at present. Another satellite is due to be launched in 1976, but the cost factor is leading to delays.

Why the question has been asked, has UNEP been set up too late? One answer is that the developing world wanted the new agency to be in a developing continent, preferably Africa. Nairobi has the best communications on the continent, the best facilities for a big organisation and a good home promised in the Kenyatta Conference Centre, where the World Bank and the IMF are meeting this month.

Africa may not suffer from the same pollution problems as the developed nations, but UNEP is dedicated to prevent the sins of the older world from spreading to the new. In fact it is happening in Kenya already, notably at the beautiful Lake Nakuru, where millions of flamingos are in danger from sewage pumped into the lake from the nearby town.

## ROBB CALEDON Shipbuilders Ltd.

Points from the Statement by the Chairman, Sir John Brown, circulated with the Report for the year ended 31st March, 1973.

- \* Group profit from shipbuilding and repair work £808,590 including construction grants of £584,994 (1972 - £70,400). Dividend recommended is 7% (net), equivalent of 10% (gross).
- \* Vessels completed during the year or building include newsprint carrier, ferries for British Rail and Scottish Transport Group, crane and oil storage pontoons, cable repair ships for the Post Office, a Ro-Ro container ship, three vessels, including oceanographic survey vessel, for Ministry of Defence (Navy) and the largest and most powerful tug in the world for Salfmarine.
- \* Volume of repair work at Dundee particularly is increasing, attributable to North Sea oil developments.
- \* Construction work on deck module building project at Burntisland is well under way. New 52% owned subsidiary, Burntisland Engineers and Fabricators Limited, has received its first order and it is believed that with our partners we have the basis of a successful operation which will represent a worthwhile contribution to North Sea engineering.
- \* Plans for development of shipyards at Dundee and Leith have been drawn up with our consultants and we are making detailed submission to Government for financial assistance under Industry Act.
- \* Like other builders of vessels in our size range we are still able to offer attractive deliveries and have good prospects of additional orders. While we expect to continue to show a profit the current year's figure is unlikely to equal that of year to March, 1973.

Copies of the Accounts and Chairman's Statement may be obtained from the Secretary, Caledon Shipyard, Dundee, DD1 3NR.

## Burt Boulton Holdings Ltd.

(Timber, Road Materials, Etc.)

Summary of Results	1973	1972
Turnover	23,774,000	18,513,000
Trading Profits of the Group and Investment Income	2,394,582	1,207,544
Depreciation, Interest and other Charges	645,535	739,909
Group Profit before Tax	1,749,047	467,635
Net Profit after Tax	1,014,969	254,297
Dividends on Ord. Stock (Gross Equivalent)	13%	7%

In his Statement the Chairman said:

“I believe your company is in a sound position to meet the challenge of the future and has a strong growth potential. In the short term although results may not reach the same high level of the past year, there is every indication that the current year will produce a very satisfactory return.”

Copies of the full Report and Accounts can be obtained from The Secretary, Burt Boulton Holdings, Lancaster Place, London WC2E 7EN.

## THE ATTOCK OIL COMPANY LTD.

## Mr. D. P. S. McCarthy reviews Results and Developments

The first annual general meeting of The Attock Oil Company Limited was held on September 26th in London.

The following is an extract from the circulated statement of the Chairman, Mr. D. P. S. MCCARTHY, O.B.E.

## IMPACT OF DEVALUATION

As foretold in my last report, the year 1972 has not been an easy one either for Pakistan or for your Company. It was foreseen that the introduction of many industrial, labour, social and economic measures, all of which industry was required to finance would have their effect on the profitability of your Company. Of even more impact on the fortunes of your Company has been the devaluation of the Pakistan rupee. This devaluation has not only reduced the profit for the year, expressed in sterling to a figure well below the profit achieved in earlier years, but it was also necessary to draw on reserves to offset the consequential reduction in the sterling value attributable to net current assets.

I would draw your attention to the treatment given to the costs of drilling at Mayal. When the Pakistan Government agreed to Mayal being declared commercial, these costs became refundable to your Company by the subsidiary Pakistan Oilfields Limited. Although no repayment has so far been made physically, Attock have nevertheless had to pay income tax of Rs. 138,35,000 on the debt due of some Rs. 241,67,000.

The Government of Pakistan at time of writing have not yet rectified the situation whereby products derived from indigenous Crude Oil are subjected to higher imposts than the equivalent products derived from imported Crude. This treatment is in contradiction to the Government's declared policy of supporting indigenous production. Repeated representations have been made to Government and although they appear to receive sympathetic consideration, so

far Government have not taken the necessary action. It is hoped that something tangible will be achieved during the course of this year.

## POSSIBLE MERGER

I wrote to you on 6th June, 1973 to tell you that your Board was examining with the Board of Ball & Collins (Oil and Gas) Limited whether there was a basis for a merger of the two companies. Ball & Collins, a British unquoted public company, is engaged principally in oil exploration in the North Sea and other areas. Independent reports on Ball & Collins have been put in hand and following the receipt of these reports the two Boards will be able to commence detailed discussions.

Despite the many difficulties experienced during the year the operating profit of Attock in Pakistan for 1972, after depreciation but before taxation, amounted to Rs. 112,46,008 as compared with Rs. 124,53,502 for 1971. After sundry adjustments, including provision for taxation both in Pakistan and this country, there is a profit of £256,637 before distribution to Attock stockholders against £242,627 last year.

Your Directors are recommending a Dividend for the year 1972 at a rate which will be the equivalent of the Dividend declared last year after taking into consideration the change in the U.K. tax system.

## PAKISTAN'S ECONOMIC POSITION

In my last Report I expressed the hope that the various measures introduced by the Pakistan Government after the 1971 tragedy could get the economy moving again. These hopes are proving well founded and Pakistan is now in a stronger economic position than it has been for some time. Many difficulties remain but a determined effort continues to be made to strengthen the economy of Pakistan.

## Hume Holdings Ltd

(AN INVESTMENT TRUST)

## “Another milestone of progress”

Extract from Chairman's Statement:

“In 1968, I commented as a matter of interest on the consolidated Gross Revenue as having exceeded £1 million for the first time. In the year under review it is the Net Revenue before tax that has exceeded £1 million, representing another milestone in the progress of your company...”

	30th June	1968	1973	Compound Growth Rate per Annum
Gross Revenue		£'000	£'000	%
Pre Tax Revenue		1,012	3,096	25.1
After Tax Revenue		449	1,181	21.3
Net Asset Value		358	756	16.1
"A" Share Dividend		60.0p	113.50p	13.6
F.T. Actuaries All Share Index		2.0p	3.25p	10.2
Retail Price Index		154.49	191.95	4.4
		125.40	178.90	7.3

Copies of the Report and Accounts may be obtained from Mr. W. C. Smith, F.C.I.S., the Secretary, 18 St. Swinburn Lane, London, EC4M 8AH. Telephone 01-623 1090.

هجوم على الأحمري



## CORPORATION LOANS

## Invest in Southampton Bonds

to the City Treasurer, Civic Centre, Southampton.  
offer to lend to the City of Southampton the sum of £100,000 at the rate of 10 1/2% per annum for 10 years.

signature \_\_\_\_\_ date \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_

signature payable to SOUTHAMPTON CORPORATION  
Arise Security - Minimum £500 - 1 to 2 years

10 1/2%

## CONTRACTS AND TENDERS

## Economic Plan

## Republic of Iraq

## Ministry of Works and Housing

## Directorate General of Roads and Bridges

## MUSAYIB BRIDGE

## TENDER NO. B/10/1968

The Ministry of Works and Housing, Directorate General of Roads and Bridges invites Tenders from reputable experienced international contractors as well as local contractors of class 1, II according to the Classification of the Ministry of Planning, for the construction of MUSAYIB Bridge, in Babil Governorate.

Tender Documents, and details may be obtained from D.G. of Roads and Bridges (Legal & Contract Division) between 1/9/1973 and 30/11/1973 upon payment of 10.30/- or equivalent in foreign currency which is not returnable. The Tender Documents may be inspected also on or before the above date at the following Legations of Republic of Iraq in the following places:-

1. London-United Kingdom.
2. Warsaw-Poland.
3. Prague-Czechoslovakia.
4. Sofia-Bulgaria.
5. Helsinki-Finland.
6. Moscow-U.S.S.R.
7. Berlin-German Democratic Republic.
8. Paris-France.
9. Belgrade-Yugoslavia.

Tenders must be submitted to the Secretary of Tenders opening Committee in sealed envelopes marked with the name and number of tender as well as with the word (TENDER) against a receipt on or before 12 o'clock of 1/12/1973 and if sent by post, for foreign tenders they should be registered and, should be received on or before the above date at the following Legations of the Secretary after the above date will not be considered. If the closing date is a holiday, the next day shall be deemed as closing date.

Tenders must be accompanied by preliminary deposit of 10,000/- (Iraqi Dinars Forty Thousand) which must be paid in cash to the cashier of this Directorate and the receipt for such payment must be attached to the Tender. Such cash deposit may be replaced by a bank guarantee from approved bank in Iraq.

A list of works of similar nature with a list of the equipment and machinery intended to be used and a copy of the constitution of the company if the tenderor is a company shall be accompanied with the tender.

Prospective tenderers should submit the membership certificate of Chamber of Commerce and Income tax clearance for the current year. Foreign tenderers are excluded from this condition.

The Ministry does not bind itself to accept the lowest or any other tender.

HAANI AL-SHARIF  
for Minister of Works and Housing  
D.G. of Roads and Bridges.

COMPANY  
NOTICES

## SADIAN STERLING LOANS

DECEASE LAW NO. 6015

U. ROYENSHILD & SONS LIMITED

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

of the City of London, 1973

## New British design for off-shore platforms

BY ADRIAN HAMILTON

BRITISH STEEL'S Redpath Dorman Long (North Sea) subsidiary yesterday introduced a new concept in off-shore platform construction which, it claims, could overcome many of the problems being experienced by Britain in gaining concrete platform orders.

The specially-developed design uses a combination of a concrete base, a standardised pre-fabricated steel "jacket" structure and a separate pre-fabricated deck unit—all of which can be fitted together at sea.

Announcement of the development comes at a time when both Government and industry are badly shaken by the award, in quick succession, of two major concrete platform orders in the U.K.—by Mobil and Shell—to Norway.

A major reason for the failure of British companies to compete, despite a number of bids from this country, was the shortage of deep-water facilities in Scotland suitable for building all-concrete structures and the difficulties of obtaining planning permission for the sites.

British Steel hopes to get around this problem by using a hybrid design of both concrete and steel, in which the concrete base of the platform can be built in only 30 feet of water.

The design has the advantages of concrete structures. In that it can be settled on the seabed without using piling and can be assembled largely on-shore before being taken out to the site to be fitted together. On top of that it can be built on in the U.K. in existing facilities without extensive new investment.

In addition, the various parts of the platform, the steel jacket and the deck structure can be prefabricated in parallel with each other using standardised parts.

The difficult phase is fitting the three parts together at sea, but the company claims to have overcome this problem by developing a system in which the prepared joints in the concrete base and the whole deck structure can be heated out and then "jacked-up" on top of the jacket from a barge in a relatively short space of time.

Construction of the platform, the company argues, is cheaper than the conventional all-steel structures and is competitive with the Norwegian concrete designs which have proved successful in the past few months.

Link-up task for Europe airline bureau

By Michael Donne, Aerospace Correspondent

THE EUROPEAN Airlines Research Bureau, hitherto mainly a research organisation, is being widened in scope and is changing its name to become the Association of European Airlines (AEA). The body will now promote closer collaboration between European airlines, as well as continuing its original function of a research organisation.

The association comprises 15 major European airlines, including British Airways, who together carry 94 per cent. of all European scheduled air traffic.

The other members are Aer Lingus, Air France, Alitalia, Austrian Airlines, Finnair, Iberia, Icelandair, KLM, Lufthansa, Olympic of Greece, Sabena of Belgium, Scandinavian Airlines System, Transportes Aereos Portugueses, Turk Hava Yolları, and Yugoslav Airlines.

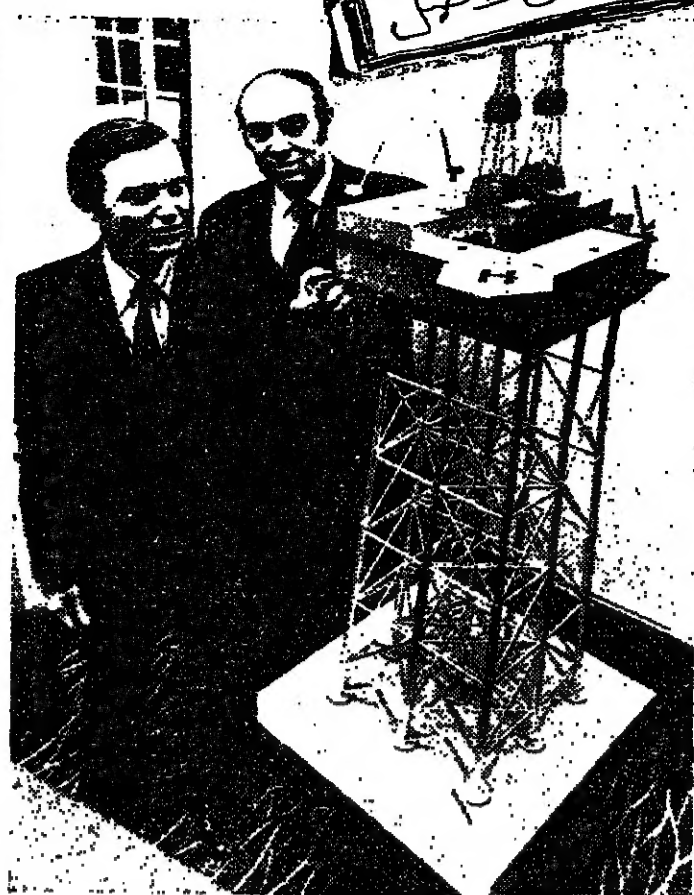
World race yachts head for doldrums

By Alec Beilby

AS THE LEADING yachts in the Whitbread Round-the-World Race approach the doldrums in the north of the Equator the positions on handicap, calculated by the race control centre at Portsmouth, are changing hourly. Eric Tabary's Pen Duick VI led the way into the lighter weather while those astern were still sailing at speeds up to 14 knots in the NE Trades near the Cape Verde Islands.

Latest positions reported placed the Italian yacht CS ER in the lead from the second Italian entry, Gita, with Pen Duick third.

The Royal Navy's Adventure, lies fifth, British Souter seventh and Chay Blyth's Great Britain 10th. Leslie Williams' Barbet Cutter, which left almost two days early in the race, effecting repairs to severe leaking from the propeller shaft following an early storm in the Bay of Biscay, was reported to be making up ground on the leaders at an impressive pace.



Mr. Peter Gallagher (chairman of R.D.L. North Sea) and Mr. Norman Derby (chief executive) with a model of the new type of offshore production platform.

This would suggest that the entire package for a field in water depths of over 500 feet could be sold at a price of about £20m-£25m, and that the installation costs would not be much greater than that of an all-concrete design.

Each platform would take up to 15 months to build and the company says that it could have the first ready for delivery and installation in the summer of 1975, should it get an immediate order.

The latest design is based on concepts suggested by Mr. Frode Hansen, a London-based engineering consultant, and has been developed by Interconsult in association with the U.K. consulting engineers, Harris and Sutherland.

Mr. Andrew Clark, a relief signalman at Paisley, told the inquiry that the computer-operated system giving advance warning of trains in the area had failed on the day of the crash, but after repairs the system worked perfectly. When the two trains in the crash passed through Paisley they were correctly "described" on the equipment.

Four passengers in the electric train and the driver, Mr. James Spence, 50, of Ballochney Street, Airdrie, died in the collision.

Mr. Clive Rowbery, movements manager of British Rail Scottish Region, said the diesel train, from Ayr, was travelling at about 15 mph.

## Crash train crew had drinks inquiry told

THE DRIVER and guard of an electric train involved in a collision in which five people died and 51 were injured had been drinking minutes before the train began its journey, an inquiry in Glasgow was told yesterday.

This evidence was given by Mr. Renwick Leitch, 42-year-old legal assistant with a Glasgow firm, who was a passenger on the train from Glasgow Central to Wemyss Bay, Renfrewshire, before it crashed on the return journey on the night of August 30.

It was travelling at 60 to 70 mph when it ploughed into the back of a diesel passenger train also on its way to Glasgow.

Mr. Leitch told the inquiry by the Department of the Environment that the drinking took place at a station refreshment bar in the few minutes "turn-round time" before the train returned to Glasgow. He said he had fallen asleep on the train and was awakened at Wemyss Bay by the driver.

As they walked down the platform, they met a chargehand and the driver suggested going for a drink.

Mr. Leitch said the chargehand and the driver had a small whisky and a half-pint of beer, and the guard had a half-pint of Lager.

The driver offered to buy Mr. Leitch another drink but he declined. Mr. Leitch added: "I am sure the guard and the chargehand had nothing more to drink. I cannot be certain that the driver did not have another small whisky."

Mr. Andrew Clark, a relief signalman at Paisley, told the inquiry that the computer-operated system giving advance warning of trains in the area had failed on the day of the crash, but after repairs the system worked perfectly. When the two trains in the crash passed through Paisley they were correctly "described" on the equipment.

Four passengers in the electric train and the driver, Mr. James Spence, 50, of Ballochney Street, Airdrie, died in the collision.

Mr. Clive Rowbery, movements manager of British Rail Scottish Region, said the diesel train, from Ayr, was travelling at about 15 mph.

## Flare-up over Camden development plans

BY JOE RENNISON

A DISPUTE broke out again yesterday over Camden, North London, Council's proposals to link with Mr. Joe Levy's property company, Stock Conversion, in the redevelopment of the Tolmers Square area adjoining the Euston Road.

There were claims and counter-claims from pressure groups and the council on the advisability of the scheme, and the merits of alternative planning proposals for the area.

In the morning, opponents of the scheme gathered in some strength to put their case against the deal going through. A committee has been formed to try to prevent the redevelopment, under the heading of "Stop the Levy Deal," and it has gathered support.

Backing

Among those at the meeting yesterday to show their backing were Mr. Reg Freeson, "shadow" Minister for Housing and Construction, Mr. Iltyd Harrington, deputy leader of the Greater London Council, and Mr. Paddy O'Connor, a Camden councillor and a former mayor of the borough. Support is also being expressed by a number of leading trade unionists.

Mr. Freeson, MP for Willesden, said people had been driven out of their houses and small businesses by what had happened in developments of this kind. The situation highlighted the battle that must be fought between public and privately owned land. If Camden went ahead it would be the duty of the Secretary for the Environment to advise the council that the approach would be the wrong solution.

Mr. O'Connor declared his total opposition to the scheme, and said that if the deal went through he would resign from the council.

Mr. Harrington said planning in London must be in the hands of the people and not those of developers. If planning was in the future to be left in the hands of such people he would go back to Wales.

The action committee and its supporters favoured an alternative scheme put up by two journalists, Mr. Christopher Booker and Mr. Beattie Gray, whereby the proposals would go ahead but the profits from the redevelopment—reckoned at about £20m—would be returned to Camden council and not to the property developers.

Mr. Booker and Mr. Gray have formed a company, Claudius Properties, for the purpose of carrying out the scheme, and have financial backing.

Favourable

Also at the meeting was Mr. Nicholas Tomalin, the journalist who last month sought a High Court injunction against Camden council to prevent them going through with the deal. He has since withdrawn the writ, so that the news media can discuss the problem without facing action over something which might be *subjudice*.

Later, at a hastily convened Press conference, Mr. Frank Dobson, leader of Camden council, explained the attitude of the council in the matter. He said that if it felt that the alternative would succeed and give it houses and a profit it "would go crazy with pleasure." Camden's initial reaction on hearing about this scheme was favourable.

In any case, there was no alternative to the Stock Conversion scheme. Mr. Dobson said that the council did not like the Stock Conversion deal, but there was no other way of getting the redevelopment done. Stock Conversion owns nearly five acres of the site, and it was unlikely that the Minister would approve compulsory purchase orders for Claudius to get on with the job.

The council, he claimed, wanted houses as soon as possible. It was nearer to the people concerned, and understood their problems.

## Lloyds Bank Fund Management

## Will your pension scheme need our help before 1975?

Will your company have a private pension scheme that meets new Government requirements by April 1975 – or will it have to participate in the State Reserve Scheme? Most companies are now actively reviewing their pension plans and this is the time to scrutinize the fund investment arrangements, too.

Lloyds Bank's Investment Department is geared to give you a professional service by acting as your Investment Manager.

Backed by years of practical experience, it is ready to relieve key members of your senior management of an onerous task and free them for their main duties.

Don't leave this important matter until it's too late. Contact your nearest Lloyds Bank branch now – or get in touch with the Chief Investment Manager, Lloyds Bank Investment Department, 34 Threadneedle Street, London, EC2R 8AX.

Telephone: 01-623 1288 Ext: 2714.

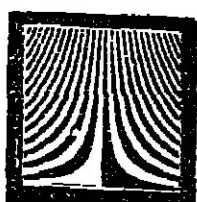
## HOTELS

PA HOTEL, Tottenham, Wm. 1025, for business conference, for groups and advertising. Write for brochure.

## PERSONAL

195 LANCIA SALVARS. 1950 LANCIA SALVARS. 1951 LANCIA SALVARS. 1952 LANCIA SALVARS. 1953 LANCIA SALVARS. 1954 LANCIA SALVARS. 1955 LANCIA SALVARS. 1956 LANCIA SALVARS. 1957 LANCIA SALVARS. 1958 LANCIA SALVARS. 1959 LANCIA SALVARS. 1960 LANCIA SALVARS. 1961 LANCIA SALVARS. 1962 LANCIA SALVARS. 1963 LANCIA SALVARS. 1964 LANCIA SALVARS. 1965 LANCIA SALVARS. 1966 LANCIA SALVARS. 1967 LANCIA SALVARS. 1968 LANCIA SALVARS. 1969 LANCIA SALVARS. 1970 LANCIA SALVARS. 1971 LANCIA SALVARS. 1972 LANCIA SALVARS. 1973 LANCIA SALVARS. 1974 LANCIA SALVARS. 1975 LANCIA SALVARS. 1976 LANCIA SALVARS. 1977 LANCIA SALVARS. 1978 LANCIA SALVARS. 1979 LANCIA SALVARS. 1980 LANCIA SALVARS. 1981 LANCIA SALVARS. 1982 LANCIA SALVARS. 1983 LANCIA SALVARS. 1984 LANCIA SALVARS. 1985 LANCIA SALVARS. 1986 LANCIA SALVARS. 1987 LANCIA SALVARS. 1988 LANCIA SALVARS. 1989 LANCIA SALVARS. 1990 LANCIA SALVARS. 1991 LANCIA SALVARS. 1992 LANCIA SALVARS. 1993 LANCIA SALVARS. 1994 LANCIA SALVARS. 1995 LANCIA SALVARS. 1996 LANCIA SALVARS. 1997 LANCIA SALVARS. 1998 LANCIA SALVARS. 1999 LANCIA SALVARS. 2000 LANCIA SALVARS. 2001 LANCIA SALVARS. 2002 LANCIA SALVARS. 2003 LANCIA SALVARS. 2004 LANCIA SALVARS. 2005 LANCIA SALVARS. 2006 LANCIA SALVARS. 2007 LANCIA SALVARS. 2008 LANCIA SALVARS. 2009 LANCIA SALVARS. 2010 LANCIA SALVARS. 2011 LANCIA SALVARS. 2012 LANCIA SALVARS. 2013 LANCIA SALVARS. 2014 LANCIA SALVARS. 2015 LANCIA SALVARS. 2016 LANCIA SALVARS. 2017 LANCIA SALVARS. 2018 LANCIA SALVARS. 2019 LANCIA SALVARS. 2020 LANCIA SALVARS. 2021 LANCIA SALVARS. 2022 LANCIA SALVARS. 2023 LANCIA SALVARS. 2024 LANCIA SALVARS. 2025 LANCIA SALVARS. 2026 LANCIA SALVARS. 2027 LANCIA SALVARS. 2028 LANCIA SALVARS. 2029 LANCIA SALVARS. 2030 LANCIA SALVARS. 2031 LANCIA SALVARS. 2032 LANCIA SALVARS. 2033 LANCIA SALVARS. 2034 LANCIA SALVARS. 2035 LANCIA SALVARS. 2036 LANCIA SALVARS. 2037 LANCIA SALVARS. 2038 LANCIA SALVARS. 2039 LANCIA SALVARS. 2040 LANCIA SALVARS. 2041 LANCIA SALVARS. 2042 LANCIA SALVARS. 2043 LANCIA SALVARS. 2044 LANCIA SALVARS. 2045 LANCIA SALVARS. 2046 LANCIA SALVARS. 2047 LANCIA SALVARS. 2048 LANCIA SALVARS. 2049 LANCIA SALVARS. 2050 LANCIA SALVARS. 2051 LANCIA SALVARS. 2052 LANCIA SALVARS. 2053 LANCIA SALVARS. 2054 LANCIA SALVARS. 2055 LANCIA SALVARS. 2056 LANCIA SALVARS. 2057 LANCIA SALVARS. 2058 LANCIA SALVARS. 2059 LANCIA SALVARS. 2060 LANCIA SALVARS. 2061 LANCIA SALVARS. 2062 LANCIA SALVARS. 2063 LANCIA SALVARS. 2064 LANCIA SALVARS. 2065 LANCIA SALVARS. 2066 LANCIA SALVARS. 2067 LANCIA SALVARS. 2068 LANCIA SALVARS. 2069 LANCIA SALVARS. 2070 LANCIA SALVARS. 2071 LANCIA SALVARS. 2072 LANCIA SALVARS. 2073 LANCIA SALVARS. 2074 LANCIA SALVARS. 2075 LANCIA SALVARS. 2076 LANCIA SALVARS. 2077 LANCIA SALVARS. 2078 LANCIA SALVARS. 2079 LANCIA SALVARS. 2080 LANCIA SALVARS. 2081 LANCIA SALVARS. 2082 LANCIA SALVARS. 2083 LANCIA SALVARS. 2084 LANCIA SALVARS. 2085 LANCIA SALVARS. 2086 LANCIA SALVARS. 2087 LANCIA SALVARS. 2088 LANCIA SALVARS. 2089 LANCIA SALVARS. 2090 LANCIA SALVARS. 2091 LANCIA SALVARS. 2092 LANCIA SALVARS. 2093 LANCIA SALVARS. 2094 LANCIA SALVARS. 2095 LANCIA SALVARS. 2096 LANCIA SALVARS. 2097 LANCIA SALVARS. 2098 LANCIA SALVARS. 2099 LANCIA SALVARS. 2100 LANCIA SALVARS. 2101 LANCIA SALVARS. 2102 LANCIA SALVARS. 2103 LANCIA SALVARS. 2104 LANCIA SALVARS. 2105 LANCIA SALVARS. 2106 LANCIA SALVARS. 2107 LANCIA SALVARS. 2108 LANCIA SALVARS. 2109 LANCIA SALVARS. 2110 LANCIA SALVARS. 2111 LANCIA SALVARS. 2112 LANCIA SALVARS. 2113 LANCIA SALVARS. 2114 LANCIA SALVARS. 2115 LANCIA SALVARS. 2116 LANCIA SALVARS. 2117 LANCIA SALVARS. 2118 LANCIA SALVARS. 2119 LANCIA SALVARS. 2120 LANCIA SALVARS. 2121 LANCIA SALVARS. 2122 LANCIA SALVARS. 2123 LANCIA SALVARS. 2124 LANCIA SALVARS. 2125 LANCIA SALVARS. 2126 LANCIA SALVARS. 2127 LANCIA SALVARS. 2128 LANCIA SALVARS. 2129 LANCIA SALVARS. 2130 LANCIA SALVARS. 2131 LANCIA SALVARS. 2132 LANCIA SALVARS. 2133 LANCIA SALVARS. 2134 LANCIA SALVARS. 2135 LANCIA SALVARS. 2136 LANCIA SALVARS. 2137 LANCIA SALVARS. 2138 LANCIA SALVARS. 2139 LANCIA SALVARS. 2140 LANCIA SALVARS. 2141 LANCIA SALVARS. 2142 LANCIA SALVARS. 2143 LANCIA SALVARS. 2144 LANCIA SALVARS. 2145 LANCIA SALVARS. 2146 LANCIA SALVARS. 2147 LANCIA SALVARS. 2148 LANCIA SALVARS. 2149 LANCIA SALVARS. 2150 LANCIA SALVARS. 2151 LANCIA SALVARS. 2152 LANCIA SALVARS. 2153 LANCIA SALVARS. 2154 LANCIA SALVARS. 2155 LANCIA SALVARS. 2156 LANCIA SALVARS. 2157 LANCIA SALVARS. 2158 LANCIA SALVARS. 2159 LANCIA SALVARS. 2160 LANCIA SALVARS. 2161 LANCIA SALVARS. 2162 LANCIA SALVARS. 2163 LANCIA SALVARS. 2164 LANCIA SALVARS. 2165 LANCIA SALVARS. 2166 LANCIA SALVARS. 2167 LANCIA SALVARS. 2168 LANCIA SALVARS. 2169 LANCIA SALVARS. 2170 LANCIA SALVARS. 2171 LANCIA SALVARS. 2172 LANCIA SALVARS. 2173 LANCIA SALVARS. 2174 LANCIA SALVARS. 2175 LANCIA SALVARS. 2176 LANCIA SALVARS. 2177 LANCIA SALVARS. 2178 LANCIA SALVARS. 2179 LANCIA SALVARS. 2180 LANCIA SALVARS. 2181 LANCIA SALVARS. 2182 LANCIA SALVARS. 2183 LANCIA SALVARS. 2184 LANCIA SALVARS. 2185 LANCIA SALVARS. 2186 LANCIA SALVARS. 2187 LANCIA SALVARS. 2188 LANCIA SALVARS. 2189 LANCIA SALVARS. 2190 LANCIA SALVARS. 2191 LANCIA SALVARS. 2192 LANCIA SALVARS.





# The Technical Page

EDITED BY ARTHUR BENNETT AND TED SCHOETERS

## DATA PROCESSING

### Noise plotted on blueprints

A NEW development that enables the highway designer to predict noise levels at varying distances from new motorways and other types of roads at the design stage is available to highway engineers throughout the country from University Computing Company in London.

The techniques, based on two new computer programmes, have been developed by teams at the North Western Road Construction Unit of the Department of the Environment based at Preston, Lancashire, and the Lancashire County Council.

Two computer programmes called ANGER and NOISE have been written and tested. In simple terms, they permit the highway designer to measure noise levels at varying distances on a series of cross-sections along a whole length of proposed road, either through urban areas or countryside. They can be used to determine the location of points that experience specific noise levels, produce graphical

"loudness" contours and they include facilities for noise shadow analysis and earthworks calculations.

This facility enables the motorway designer to determine where noise levels will be unacceptable and to modify the design either in terms of alignment, the erection of noise barriers or earthworks. Thereafter, NOISE may be used to check that proposed barriers will have the desired effect.

Both programmes are available to highway engineers on the London dual-1108 computer complex of UCC.

The announcement of this development comes at a time when the World Health Organisation is preparing to launch a campaign for reducing community noise disturbance and just a few weeks after the Building Noise Insulation Regulations made under Section 20 of The Land Compensation Act 1973 were approved by both Houses of Parliament.

A recent series of seminars on advanced computing techniques in highways engineering presented by University Computing Company in the Midlands and North of England were a complete sell-out. UCC attributed the success to the mounting public awareness of the need to protect the environment and a related quest for knowledge on the part of local authority highway engineers of the latest computing techniques.

With ANGER, the noise calculations are based on DOE Design Bulletin 26 (in accord with the Noise Insulation Regulations), together with such options as illuminated area calculations based on work done by the National Physical Laboratory. The programme progressively through various stages of the highway design process and utilises the final road and ground cross-sections to determine noise levels at regular distances from the road centre line.

The ground data can either be obtained from a suitable BIPS

file or fed in directly by the user, in which case the amount of data required is proportional to the desired accuracy.

A vertical alignment may be calculated by the program, or fed in from a suitable BIPS file. Facilities are available to check and edit data: for the calculation of the final road cross-section and noise "shadow" and earthworks analysis.

The program prints a grid of the noise levels upon which contours can be plotted manually. Metric units are used throughout.

NOISE is a program which calculates for specific noise levels the loci of points which experience them. Graphical loudness contours of cross-sections are produced on the line printer.

The program can be used to check that proposed barriers have the desired effect and also to assess noise levels likely to affect nearby houses from existing or proposed routes.

## Competing for network markets

INTERNATIONAL Aeradio has negotiated an agreement with General DataComm Industries of Connecticut, U.S., for sales of the entire range of GDC products in the U.K., France and Belgium, the latter two countries being handled through the IAL subsidiary in Paris.

GDC is one of the largest American companies specialising in data communications equipment, sales in 1972 amounting to nearly \$5m, and present staff to over 250.

The range of products manufactured by GDC for use in data communications includes time and frequency division multiplex equipment, more than 30 models and configurations of low and medium speed modems, data couplers, loop products and data cabinets.

IAL will be assuming total responsibility for a communications system, from the computer to the terminal. This includes the systems engineering required to design the communications network, provision of the necessary hardware and the installation and continued maintenance of the equipment to ensure that the network continues to operate properly.

IAL is at Aeradio House, Hayes Road, Southall, Middlesex.

## New peak for CA & P Bureau on first new PDP system

TWENTY-FIVE per cent. growth in turnover between 1972 and 1973 and a firm forecast that from £1.6m, earnings will go over the £2m. mark in the next financial year, makes encouraging reading for anyone following the fortunes of the independent software houses—in this case CAP, Computer Analysts and Programmers, an organisation which has undertaken some of the most difficult systems and software jobs so far carried out in the U.K.

The Chairman's report shows that the group, and indeed that section of the computing industry within which the software experts operate, is still seeking a word which will identify its functions. d'Agapeyeff says that "the core industry of machine-code weavers has been replaced by a warehouse of disciplines from which balanced teams can be selected to advise client managers and to effect their decisions."

This certainly tells one what some software houses do, and most graphically, but it is not the tight definition which will serve to separate the sheep from the goats—that is the practitioners who call themselves one thing and are not able to carry out the work which the title implies.

CAP has disclosed the exis-

tence and completion of a number of projects hitherto confidential to clients. An extremely interesting one is the Linnap project for the Department of the Environment. A computer mapping system, it allows maps to be produced from an information store in a variety of shadings on a line printer, or fed in a manipulated form to magnetic tape which can then be used to work an electronic typesetting unit.

Dot maps, grid maps and zone maps may be produced, each being up to five feet in width and, in theory, as much as 25 feet in depth.

Boundary shapes used to define the maps can be fed in a graph plotter for handling, if required, and the data used in the system, such as census results, can also be referenced by grid co-ordinates.

A major job now in hand is the design of a real-time system which will control the Green Shield Trade Lane Station Company's 16m. cubic feet warehouse at Daventry. CAP is assisting the company on this work, which will end in the installation of equipment able to record and allocate stock locations for goods, control stock replenishment, and provide on-line interrogation facilities. Functional specifications are complete and work is in hand on system design in Basic Plus for a DEC PDP 11/40.

TO FORM the hub of its new time-sharing bureau, Allen Computer Sharing of Holborn has chosen a Digital Equipment PDP-11/40 based RSTS system, making ACS the first time-sharing bureau in Europe to be based on this advanced system.

Advantages of the RSTS-11 system now being used include low costs for machine time, immediate access, fast response, and peripherals such as line printer and high-speed paper tape reader that are directly controllable from the terminal.

The Bureau offers the BASIC-Plus language which provides facilities such as virtual arrays and matrix operations, and random access files for both commercial and technical users.

In addition to providing time, the Bureau will write programs for customers which can then be run from their terminals. Overnight PDP-11 DOS time will be available for MACRO 11 or FORTRAN IV batch running or program development. ACS can also enable pilot schemes to be implemented without heavy commitment for applications where the justification of a client's own system may not be initially clear.

## MATERIALS



Measuring the dimensional accuracy and stability of Ascom Premier computer tape—one of the tests carried out by the manufacturer Boyden Data Papers at its Croydon laboratory.

## Suitable for gears and bearings

A HIGH duty polyethylene is now being marketed by Ireland Plastics of Hove, Sussex, for the manufacture of self-lubricating bearings and gears.

This material, known as Hi-Mo, is particularly suitable for components that may be in contact with corrosive or abrasive media. It is said not to be affected by dust or grit and can operate with little or no lubrication. Journal bearings produced from Hi-Mo will perform satisfactorily within the service temperature range of -269 deg. C to +120 deg. C.

Hi-Mo gear wheels will withstand shock loading and may be paired with metal gears. The service life of gears produced from the ultra-high molecular weight polyethylene will depend upon the operating temperature, which should be limited to around 60 deg. C.

Low-friction components can be manufactured from the material using either metal cutting or woodworking machinery. The material can be obtained in round bar and solid block form.

## Preventing cracks in floors

W. LATHAM and Company, an Australian company of engineers and suppliers to the terrazzo and stone industries, has developed a compressible dividing strip for floors and paving that minimises cracking.

The dividing strip, named Neoprene-X-Panels, is designed for installation when ever floor or pavement movement is likely as a result of building settlement or contraction and expansion. It can be used in terrazzo, exposed aggregate, venetian, palladiana, marble and tile floors.

Neoprene, used in the strip as core material, is a flexible synthetic rubber substance, which is sandwiched between outer plates of brass, zinc and non-static bronze. W. Latham will be exhibiting at Interbuild, Olympia, London, from November 14-24. Meanwhile trade enquiries should be addressed to the company at Wells, Street, Annandale, New South Wales, Australia 2038.

## Agreement for weather strip

SELF adhesive weather strip, an aluminium-faced bituminous mastic sealing strip marketed by Shell Composites, has received official certification by the Agreement Board.

The material is built up from vinyl lacquered heavy duty aluminium foil coated with a thick layer of pressure-sensitive bitumen. Easily and quickly applied by peeling off the release paper and smoothing into position with firm hand pressure, it is supplied in 33 feet lengths and widths ranging from 2 inches to 24 inches.

The Agreement Board assessment is that Shell Composites Weather Strip—Matt Finish can be applied without difficulty to give a watertight seal and its life will be at least 15 years, given no abnormal movement of the structure or other unusual circumstances.

The material complies with current Building Regulations requirements relating to weather resistance of external walls, roofs, etc., and the relevant sections are detailed in the Certificate. The company is at Galvin Road, Trading Estate, Slough.

## ELECTRONICS

### Burroughs continues U.K. growth

PRINCESS ALEXANDRA this week opened a new £3m. factory for Burroughs, which simultaneously announced further expansion plans.

The 75,000 sq. ft. plant at Crumlington New Town, will produce printed circuit boards and is Burroughs' first such factory in Europe, as well as one of the most modern of its kind in the world. The circuits will be used as components in the entire range of Burroughs' products, from calculators and commercial minicomputers to the newly developed 700 computer systems. Initially, the new factory has a staff of 80 but when full production is reached in about one year, it will employ over 250 people, 45 of whom will be graduates.

The Crumlington opening gives Burroughs seven manufacturing centres in the U.K. During the ceremonies plans were announced for a new factory to be built in Cardiff.

## Mass store for desktop machines

A COUPLE of memories intended to work in conjunction with the company's 9530 programmable calculator have been announced by Hewlett Packard of 224, Bath Road, Slough, Bucks. They are the 9887A (single platter) and the 9887B (dual platter).

The single platter unit adds 24 megabytes and the two platter unit, 48 megabytes. These capacities are more than adequate for common accounting applications such as general ledgers, accounts receivable and payable, inventory control, payroll and personnel records. Other uses include real estate listings, medical patient records and the storage of large amounts of data required in structural design and statistical analysis.

Average access and data transfer time of an item into the calculator or vice-versa is 50 milliseconds.

## Figuring out CMOS

ACCORDING to Motorola Semiconductors complementary metal oxide silicon (CMOS) devices are likely to supersede all others for economy and capability and to emphasise the point the company is organising a series of seminars throughout Europe during October. They will be held in Stockholm on the 1st, London on the 2nd and 5th, Milan on the 4th, Paris on the 5th and 8th, Frankfurt on the 11th and Munich on the 12th.

The six principal parts of the programme will be: system design rules; industrial applications; communications applications; European design operation; technology prospects; and new to markets for CMOS. Applications should be made to the company at York House, Empire Way, Wembley, Middx., and the fee is £10.

**LEONARD FAIRCLOUGH**  
CIVIL ENGINEERING  
0257-480264  
**FRAN GERRARD**  
061-794 4755

## CONSTRUCTION Gives homes a new look

ALPINE Double Glazing has begun manufacture of electrochromic white painted aluminium replacement windows. They are designed for the domestic market to replace rotted wood or metal windows in houses where existing windows are beyond repair, and to replace multi-panel windows with one large unit.

In the past, says the company one drawback of the domestic market for aluminium windows (mill finish and anodized) was the commercial look. By using the electrical paint dipping process the windows will be in white at no extra cost to the purchaser.

The windows are made from aluminium semi-tubular extruded sections to British Standard 1478.

They are prepared for factory glazing with aluminium beads spaced to receive either 4 mm. float glass (single glazed) or Alpine insulating glass units. A pressure glazing system is incorporated using two separate gaskets, the final gasket being incorporated from the inside and locking the glazing beads into position.

Components are too-hung or side-hung opening outwards only and are double weather-stripped with silicon treated polypropylene wool pile.

## AUTOMATION Putting up with tough conditions

LIMIT detector equipment for use in adverse environmental conditions has been introduced by Pve Unicom of Cambridge.

The detector, the PR 357, operates in conjunction with the recently introduced Philips industrial amplifiers. These units eliminate the need for a high cost, extensive measuring chain. The combination of detector and amplifier gives an economic signal input for supervisory, protection and control systems.

The PR 987 has two separate outputs which can be made to operate on a pre-set high or low input signal. The outputs can also be combined to give a three-point control system. The output of the amplifier is a useful  $\pm 20$  mA on current or  $\pm 1$  V on voltage.

Input voltage to the detector is compared with two pre-set "Alarm" levels which can be set to any value over the range  $\pm 1$  V to 15V. It is thus possible to use the PR 987 as a maximum/minimum detector or as a pre-alarm/main alarm detector. Both internal relays can be adjusted to give make-break contact.

**STEWART FRASER LTD** FOR ROLL-FORMED STAINLESS STEEL SECTIONS  
Ashford, Kent. Tel 0233-25911

This announcement appears as a matter of record only.

**\$100,000,000**

12-year Credit

## Aria Cement Company

Guaranteed by

**Bank Markazi Iran**

(Central Bank of Iran)

Arranged by

**Bayerische Vereinsbank Manufacturers Hanover Limited**

**Compagnie Financière de la Deutsche Bank AG**

Provided by

Bank Melli Iran The Bank of Nova Scotia Banque Européenne de Tokyo S.A.

Barclays Bank International Limited Bayerische Vereinsbank International S.A.

Berliner Bank Aktiengesellschaft Compagnie Financière de la Deutsche Bank AG

Credito Italiano, London The Dai-ichi Kangyo Bank, Limited

The Fuji Bank, Limited Fuji Bank (Schweiz) A.G.

Industrial National Bank of Rhode Island

Landesbank und Girozentrale Schleswig-Holstein

The Long-Term Credit Bank of Japan, Limited

Manufacturers Hanover Bank, Belgium, S.A.

Manufacturers Hanover Banque Nordique

Manufacturers Hanover Trust Company

The Mitsubishi Trust and Banking Corporation

The Mitsui Trust and Banking Co., Ltd. The Saitama Bank Limited

The Sumitomo Trust and Banking Company, Limited The Tokai Bank, Limited

Toronto Dominion Bank United California Bank

## AIRLEASE INTERNATIONAL FINANCE LIMITED

(Incorporated under The Companies (Incorporation by Registration) Act, 1970 of the Islands of Bermuda.)

Issue of  
**U.S.\$30,000,000 8½ per cent. Guaranteed Bonds 1988**  
at 100 per cent.

Irrevocably and unconditionally guaranteed, severally and in equal proportions, by

**BARCLAYS BANK LIMITED**

**LLOYDS BANK LIMITED MIDLAND BANK LIMITED**

**NATIONAL WESTMINSTER BANK LIMITED**

The following have agreed to subscribe or procure subscribers for the Bonds:

**Kleinwort, Benson Limited**

**Lazard Brothers & Co., Limited**

**Brown, Shipley & Co. Limited**

The Council of The Stock Exchange in London has admitted the Bonds to the Official List.

Information on Airlease International Finance Limited and Particulars of the Bonds are available in the statistical services of the Eitel Statistical Services Limited and Moodies Services Limited and copies may be obtained during usual business hours up to and including 26th October 1973 from:—

Kleinwort, Benson Limited  
13 Road Lane  
London EC3M 8BB

Cazenove & Co.  
12 Tokenhouse Yard  
London EC2R 7AN

مركز الأمل



## Kodak plant hit again

NOEL HOWELL, LABOUR REPORTER

PROCESSING at Kodak's Hemstead plant was hit by a second day of industrial action by members of the Association of Technicians, Television and Electronic Engineers (ATTEE) today. The stoppage—now in its second day—is not settled soon. It may be forced to start on some of the 1,500 workers, mainly women, at Hemstead.

Members of the ATTEE who were going on yesterday at the company and Mr. Sapper, ACTT general secretary, followed a separate meeting between the company and the recognised union, the Union of Communications Technicians, in a bid to end the stoppage. As part of moves to try and break the deadlock over national talks which could lead to recognition of outside unions at the American owned film company, a Department of Employment conciliator yesterday met UKW leaders.

## Lengthy talks end Adwest engineering dispute

OUR LABOUR STAFF

MEMBERS AT A Berkshire engineering factory, where a "sit-in" strike has been in progress since last week, accepted proposals for a return to work. The dispute was settled during talks over the last few days involving unions, management and an independent chairman. Mr. Ian Smith, a director of Lansing, a member of the Adwest group, where workers have been out in sympathy. The strikers have given undertakings that they will not return to work unless their colleagues at Western Thomson also get the new pay, conditions and guarantees.

## More lay-offs as Swan Hunter welders stay out

OUR OWN CORRESPONDENT

THE 1,000 men will have laid off in the Swan Hunter building yards on the Tyne end of the week because of unofficial strike by 1,000 men for over a fortnight. The 1,100 men were laid off Friday, another 235 went on Friday night. Work production in the yard is running down fast at the welders, and the amount is having increasing effect in employing the other making trades and their workers.

## Perkins overtime ban—meeting to-day

HUNDRED maintenance men could begin with the overtime ban is disputed at the Perkins engine plant at Peterborough. The company has warned that if the overtime ban is continued, orders would be lost and jobs put in jeopardy.

## Food threshold agreement call

ALL for some form of food threshold agreement to be reached in Phase Three was yesterday by food manufacturers in a telegram to Mr. Heath, the Prime Minister.

## Saleroom

BLIC auction of works of art by Sotheby's Park Lane in London on Tuesday raised £258,027. This was more than three times the previous record set up there by a water colour by Thomas Gainsborough, "The Good Shepherd", which was sold for £84,000.

## Day-a-week strike call by Hull dockers

Financial Times Reporter

A WEEKLY one-day strike campaign by the 2,000 dockers at Hull is expected to start next week, following the rejection by the unofficial shop stewards committee of a £2.75 a week pay rise offer from next April, by the port employers.

## PROTEST STOPS MICHELIN PLANTS

Production at the Michelin Tyre Company's six U.K. plants was halted yesterday when about 16,000 members of the Transport and General Workers' Union stopped work in protest at delays in top-level negotiations on conditions and related problems.

A union spokesman said the company had refused to meet the TGWU at national level since a one-day strike last Wednesday. Union members would continue to come out every Wednesday until Michelin agreed to negotiate.

## GOLF

## Coles and Miller score 66 in classic

BY BEN WRIGHT

TURNBERRY, Ayrshire, Sept. 26.

ON A DAY that is strangely typical of British links courses, in that conditions change radically with the tide, it was the early-starters who benefited from the gentle westerly breeze in the morning that was to become a distinctly stuff wind in the afternoon of the first day of the lucrative John Player Classic, played over the Ailsa course here today.

And so it was that Neil Coles, who drove the first ball of the tournament at 9.45 a.m., came in at lunchtime with a round of 66 that was only matched once—roughly an hour and a-half later—by the U.S. Open champion, Johnny Miller.

Miller was partnered in a brilliant pairing by the British Open champion Tom Weiskopf, who on this occasion was largely overshadowed by the brilliant inward half of his young American compatriot—a four under par 31.

## Weiskopf in touch

But Weiskopf's 69 left him well in touch with the leaders alongside another American member of his country's Ryder Cup side, Gay Brewer.

Also well in the picture is Tony Jacklin, who was in the second pair to start out this morning. Jacklin got round in 68 shots, and when conditions became very much more difficult after lunch this score was matched only by the brilliant Willis Open winner, yet another American, Texan Charlie Coody, who came home on the wind in 33 shots.

involved many fell from grace, notably Gary Player, who was out in 41 to destroy himself, and the holder of this title, New Zealander Bob Charles, who was out in a similar score, and finished on 77 to the South African's 76. But such are the vagaries of the weather on this sea coast that anything can happen tomorrow, and probably will with regard to the weather.

Miller has confessed to being weary of golf, but today he showed no signs of it, only revealing the kind of mercurial brilliance that became his trademark earlier in the year when he won the premier championship of his country.

Miller holed from ten feet for a birdie on the first green, but immediately tried to force another on the second from 30 feet, and missed the return to drop the stroke he had gained. He hit a three-iron 16 inches from the fourth hole, an indication of the difficulty even those out early experienced with the breeze, in that the hole is only 170 yards along the beach.

Miller holed from ten feet for a third birdie at the long fifth hole, and did not drop another stroke to par until he sliced his drive at the eighth after Weiskopf had booked his.

At the 12th hole Miller was to roll in a 12 foot putt, and he salvaged a vital par at the next into the teeth of the wind by pitching to four feet.

The 16th, 415 yards long, was an easy hole, despite the burn in front of the green, with the Miller duly birdied it, needing and power, up in two shots at the long 7th and 9th holes—with only to play a sand iron shot to the green. Like most of his

rivals, Miller was easily able to get up in two shots at the similarly down wind long 17th hole for a birdie, and so he came to the last knowing that he needed a birdie three to tie Coles. In that knowledge Miller revealed the excellence of his temperament by coolly rolling in a 20 foot putt.

## Competent Coles

Coles talked about the relief he felt at not being subjected here to the awful pressures that destroyed him last week, and he played with all the smooth and easy competence that is so deceptive, in that one tends to take his enormous skills for granted.

He gained two strokes on par over the outward half with putts of 30 feet at the third and 7th holes, and wedged to 8 feet for a third birdie at the 13th hole. He played a glorious four-iron shot down the wind ten feet from the 15th hole, 220 yards long, for another birdie, and finished with a flourish by collecting his fifth at the long 17th.

Coles confessed to escaping four times by chipping and putting when he missed the fifth, sixth, ninth and 14th greens, the scrambling ability without which champions cannot become same.

Jacklin's vastly improved mental attitude was revealed in this morning's steadiness. He missed but one fairway, the third, and played a horrible stroke with his eight iron to miss the 12th and the 14th with his second shot into the wind. He hit a bad tee shot to drop another shot at the short 15th, but redeemed himself a little by easily reaching the 17th green in two shots.

He holed from 25 feet for a birdie two at the 15th hole, and from 35 feet for an eagle three at the long 17th.

Coody's effort was beyond praise in the cool conditions, although the sun shone brilliantly all day. He did well to reach the turn playing into the wind in level par 36, dropping a shot at the 8th hole by driving into the right hand bunker, but immediately picking one up by holing from 20 feet on the ninth green.

He holed from ten feet for a birdie at the 13th hole and then played a magnificently controlled four iron shot seven feet past the 17th hole for the third eagle there of the entire day—Tommy Horton, the late substitute, had the other.

## Out in 33

Weiskopf was seen to best advantage on the far more difficult outward half, which he covered in 33 shots. He holed from 25 and 20 feet on the second and third greens, and putted stone dead from just short of the green at the 520 yards 7th hole for his third birdie.

Only when playing down the wind did this immensely tall and impressive-looking athlete come off the ball a little. He missed the 12th green with a nine iron shot and could not find the 14th with his second shot into the wind. He hit a bad tee shot to drop another shot at the short 15th, but redeemed himself a little by easily reaching the 17th green in two shots.

## Bill will fight car pollution

THE GOVERNMENT is to launch a major battle against pollution caused by the car. Mr. Eldon Griffiths, Under-Secretary, Department of the Environment, announced in London yesterday.

A further environmental protection Bill was planned to provide firm new powers, particularly aimed against traffic pollution, he said.

Proposed measures include powers for local authorities to establish noise abatement zones, and regulations to control such factors as the lead content of petrol.

Other provisions would enforce special precautions for disposal of toxic waste, supplement existing clean air regulations and control all discharges into inland waters. Penalties for pollution offences would be increased.

"Motor vehicle pollution is getting worse, and we have a duty to reduce fumes and noise. We shall press on with practical programmes to do so," said Mr. Griffiths.

Opening a one-day conference on ecology and planning, organised jointly by the British Ecological Society and the Royal Town Planning Institute, he said Britain was already winning the war against pollution.

The air and rivers were cleaner, and derelict land was being rapidly cleared, said Mr. Griffiths, who paid tribute to the contribution by industry, in reducing smoke by 90 per cent, since the war.



# What can the Catholic Church teach British business?

Original thinking, perhaps. St Anne's College, Sanderstead, has an adjoining prep school for 200 children. Their lunches are served daily in a dining hall some hundred yards from the main school kitchens, across the undulating school grounds.

For ages, this meant trundling heavy trolleys back and forth, with puddles and sometimes snow in winter to add to the steep slopes, sharp corners and other hazards of the course.

The food suffered. The children suffered. Then it dawned on someone that a mechanical vehicle might make a lot of sense.

They consulted Lansing Bagnall. And rented an electric truck for a trial period; following which, they bought.

That was nine years, two batteries, and many thousands of hot dinners ago; a clear demonstration of sound engineering supported by the industry's best service organisation (over 400 service engineers; 14 strategically placed depots).

It's also an example of mechanical handling succeeding where you'd hardly expect to find it.

Many more firms could use it than do. Small firms, young tight-rein firms, firms who will never know how profitable fork truck efficiencies could make them, unless they ask.

Let a Lansing Bagnall sales engineer study your work and see whether we can help.

His advice will be free, realistic, and expert; and will include a recommendation on whether to buy or lease or rent (assuming mechanical handling is called for).

He'll probably point out ways you'll gain that you would never have seen.

Don't worry about being high-pressured. It's not Lansing Bagnall style.

We leave the strong arm stuff to our machines.

Our business is to increase your profits

**Lansing Bagnall**

Britain's largest maker of lift trucks.

I'd like to know how mechanical handling can help my business.

Name \_\_\_\_\_

Position \_\_\_\_\_

Address \_\_\_\_\_

Tel. \_\_\_\_\_

Post to: Len Thomas, U.K. Sales Division, Lansing Bagnall Ltd., Basingstoke RG21 2XJ. Phone: Basingstoke 3131. Telex: Bagnall Bask 85120.

East Kilbride 23601 • Leeds-Morley 4141 • Ayrcliffe 2706 • Warrington 51177 • Nottingham 292122 • Brierley Hill-Kingswinford 78141 • Birmingham 744 5551 • Bristol 79341 • Cardiff 29299 • Edenbridge 2671 • Felttham 891 5531 • Enfield 804 7474 • Alton 82451



# Sixteen nations to form Europe science foundation

BY DAVID FISLOCK, SCIENCE EDITOR

SIXTEEN NATIONS have agreed to create a European science foundation, a harmonised effort in basic scientific research costing about £500m a year.

Prof. Sir Brian Flowers, retiring chairman of the Science Research Council, said when he announced the plan yesterday: "With luck we will have a foundation by 1975."

The initial objectives, agreed at a meeting in London this week among some 50 scientific agencies within the 16 European nations, are to promote collaboration in research to increase mobility among research workers, to assist exchanges of information and ideas and to harmonise research activities and programmes.

Although the concept goes beyond the bounds of the EEC, said Prof. Flowers, the EEC regards it as satisfying the demand of its Council of Ministers to do something to foster fundamental research in the Community.

## Confidence

For Britain's part, the scheme had the support of the Royal Society, the British Academy and the five research councils. It could not, he emphasised, be an executive agency of the EEC, the European Centre for Nuclear Research in Geneva, and would not be seeking work to do itself.

The terms of reference that had been agreed, however, "allowed it to do things," and the foundation might be quite rapidly as confidence in its activities built up.

Prof. Flowers made the announcement on the eve of his departure after six years as chairman of the Science Research Council, a period in which he has devoted a great deal of time to European collaboration in research. On October 1 he



Sir Brian Flowers

takes up his post as Rector of Imperial College, London. Prof. S. F. Edwards is to succeed him as SRC's chairman.

During the period of Prof. Flowers' stewardship the budget of the SRC has increased from £34.3m to £64.2m—an increase in real terms of some 20 per cent. While agreeing that this was a very considerable increase, he stressed that much of the growth had taken place in the early years, and the rate was now low. He anticipated growth in real terms of no more than 1 to 2 per cent a year for the next two years.

The SRC had anticipated the period of financial stringency, he said, and had intensified its policies of selectivity in the research it should pursue.

In this context, Prof. Flowers expressed his strong support for Lord Rothschild in

his warning to scientists earlier this week that Britain had neither the cash nor the resources to pursue all the research projects—from Concorde to a multiplicity of nuclear systems—that they wanted to pursue and felt they had the right to pursue.

Lord Rothschild was chief architect of a new Government policy last year for publicly funded research and development, which placed far greater emphasis on the relevance of the research.

The changes demanded by this new policy were "on the whole working rather well," said Prof. Flowers. There would be some temporary difficulties for some research councils, but on the whole I would guess the new arrangements are going to be an improvement.

## Universities

The SRC is putting its own proposals at a fundamental level, on astronomy. Spending on astronomy last year amounted for 17 per cent of the budget. At a more applied level the emphasis is on engineering, science 15 per cent, and in more general terms in strong central research facilities available to university staff.

A detailed review of materials science and technology by Professor F. B. Hirsch is included in the SRC annual report. About one-third of the SRC's support for engineering science, some £2m, is committed to programmes in materials science.

The SRC is seeking more proposals to support in such areas as the processing of materials, and in new techniques for examining materials, such as ultrasonic methods of study.

Science Research Council Annual Report, SO, 72p.

# Mrs. Short urges State take-overs

By John Bourne, Lobby Editor

MRS. RENEE SHORT, the Left-wing Labour MP for Wolverhampton, North-East and a member of Labour's national executive, yesterday boldly argued the case for far-reaching State take-overs before an audience of top management in private industry at a London lunch organised by an advertising agency.

Her speech prompted one of the guests, Mr. Maxwell Joseph, chairman of Grand Metropolitan Hotels, to "thank her" and to add: "I have never heard such absolute rubbish discussed in such an eloquent manner." For good measure Aims of Industry issued a statement later attacking her speech.

Mrs. Short warned her audience, which included senior executives of at least two of Britain's largest companies which the Labour executive has proposed should be taken over, that the British drug industry, banks, insurance companies, the armaments industry and others might all be candidates for public ownership.

## Cautious Wilson

The whole tone of her speech was in contrast to the more cautious line on take-overs adopted by Mr. Harold Wilson and other members of the "shadow" Cabinet at Westminster.

Mrs. Short said: "It is against the utterly confusing background of the failure of private enterprise in the free market economy that we must examine Labour's proposals for extending public ownership." Fast experience had shown that economic planning in the national interest had been frustrated by Government inability to exercise control over certain fundamental processes.

Mrs. Short said the mixed economy had allowed private enterprise to make the profits, while the State shouldered service industries that were run down, unprofitable and inefficient. By 1980 the 100 largest companies in Britain would be producing 70 per cent of manufacturing output.

"No government can sit idly by and watch private enterprise grow much more powerful than the Government itself," she said. "To plan industry nationally and regionally we propose a National Enterprise Board to be responsible for investment programme, export promotion and import substitution. It will have a majority State shareholding in BP, Rolls-Royce, Short Brothers and other firms. This and other plans would be incorporated in a new Industry Act—one of our first pieces of major legislation."

The Aims of Industry statement said Mrs. Short's defence of further nationalisation was ridiculous, when free enterprise industry had a much better record than State enterprises.

# SELECT COMMITTEE REPORT ON EDUCATING IMMIGRANTS

## Present failure—future disaster

BY LORNE BARLING

PRESENT ATTITUDES towards the education of immigrants in Britain and the failure to assess the problem realistically are likely to have disastrous results, a report by a select committee of MPs warned yesterday.

There was evidence that some authorities were misguidedly remaining silent about the special difficulties of immigrant children, fearing that they would be singled out as an "inferior" section of the community.

It was clear that there had been a failure to grasp the scale of the problem and there was a strong temptation to "play down" the challenge to our schools which immigrant children have posed, the report said.

The strongly-worded criticism of present system was applauded by Mr. Mark Carver, chairman of the Community Relations Commission, who also supported the various recommendations in the report.

## Misleading

It said that the method of estimating the numbers of immigrant children in schools led to "misleadingly low" figures and should be scrapped. Part of the definition of immigrants as "children born in the British Isles whose parents have been here for less than 10 years" was considered in 1969 to be unsatisfactory, yet it was still in use today.

"In the short term it may

seem prudent to keep this subject in a low key, even if this results in a short fall of resources which ought to be applied. "In the longer term we believe such obscurantist attitudes may prove disastrous, for they could have the effect of concealing the consequences of launching into our society children ill-equipped in language and general education to compete with their contemporaries," the report warns.

## Central fund

The committee's first main recommendation is that a central fund should be established to which local authorities could apply for resources to meet the special educational needs of immigrant children and adults. Secondly, it suggests that local education authorities should be required, as a condition of using the Department of Education and Science resources, to report regularly and fully on the situation in their areas.

Thirdly, an immigrant education advisory unit should be set up in the Department of Education and Science to deal with day-to-day inquiries. After visiting widely differing areas such as Bristol, Brent and Haringey in London, Leicester and Liverpool the committee says that a new approach to the problem is needed or there will be a disaster and race relations could reach "a state of explosion."

It is understood that the DES has known for some time that the present figures on immigrants in schools were unreliable and that the system would be scrapped at the end of the year.

## Proposals

It has resulted in distorted figures which have, for example, shown an enormous drop in immigrant children in a school within one month, merely because their parents have passed the 10-year residence period.

Other recommendations in the report are: More emphasis on learning English and a more tactical approach to parents on this problem; more contacts between schools and families; a choice of books for a mixed society; teacher training for a multi-cultural society; and race relations courses.

Further, it suggests local authorities should seek to make links with industry, for further education of immigrant employees and that dispersal of immigrant children should be phased out as soon as possible.

Mr. William Deedes, chairman of the committee, said yesterday that unless immigrant children came out of school with a proper knowledge of English they would be destined to go through life "with a ball and chain round their feet."

The committee view was that, above all, more money was needed to be devoted to the

problem of immigrant children in British schools. Mrs. Margaret Thatcher, Secretary of Education, admitted yesterday that when schools first had West Indian children to deal with it was assumed that they could speak English "well enough." But this knowledge was not sufficient for them to learn other subjects.

Speaking in a BBC radio interview, Mrs. Thatcher said that "excellent advice" was available to help immigrant children and language centres were proving successful.

## No revelation

Mr. Enoch Powell said: "This is not a new revelation. For years I have repeatedly pointed out that the school figures are grossly and deliberately misleading and have demanded genuine statistics instead."

Mr. Max Morris, president of the National Union of Teachers, said: "We are particularly pleased that the Select Committee reinforces our criticism of the absurd statistics demanded of the schools by the DES. The report also endorses the union's view that where there are urgent educational problems money must be infused into the system for additional staff."

Select Committee on Race Relations and Immigration was set up in 1969. Commons Paper 905, NO 65p.

# Two main Ulster parties want to send delegations to Executive talks

BY RHYS DAVID

BELFAST, Sept. 26

THE TWO main parties whose consent is required to form an Executive in Northern Ireland, the Unionists and the Social Democratic and Labour Party, have both decided they want the negotiations which are expected to start shortly to be carried out by delegations rather than by meetings of the party leaders.

The parties are now expecting Mr. William Whitelaw, the Secretary of State, to get in touch with the party leaders, Mr. Brian Faulkner, of the Unionists, Mr. Gerry Fitt, of the SDLP, and Mr. Oliver Napier, of Alliance, within the next few days, and a meeting of Unionist Assembly members yesterday gave Mr. Faulkner the go-ahead to attend.

The Unionist meeting made it clear that this consent covered only exploratory talks, however, and it expects to be allowed to send a delegation to any substantive talks which follow.

Within the Unionist Party there remain varying degrees of commitment to the idea of power-sharing, and it appears Mr. Faulkner and colleagues are anxious that these strands of opinion should have representa-

tives at any talks. An attempt to bring Mr. Faulkner and Mr. Fitt together two weeks ago foundered because of opposition on the SDLP side to the idea of a meeting of party leaders on their own.

The SDLP also appears to favour the negotiations being conducted by a group of its Assemblymen. The parties are showing more scepticism over the probable rate of progress than Mr. Whitelaw has told the Association of County Councils here yesterday that he thought there would be success in the next few weeks in finding the basis to form an executive.

A meeting of the various delegations under Mr. Whitelaw's chairmanship will represent a further step ahead but all the parties see major problems to be overcome.

The Government is clearly hoping that a no-nonsense approach once the parties have been brought together will bear fruit but the latest evidence suggests that the Unionists as well as the SDLP will adopt tough bargaining positions in the talks.

The Unionists have also decided

gave full backing to the demand by Mr. Faulkner that there should be an overall majority of Unionists in the Executive—a demand the SDLP is likely to find unacceptable. Though the party has only two more seats in the Assembly than the SDLP, it is basing its claim on the size of the vote for all parties supporting the union in the recent election.

Mr. Faulkner's party is in effect claiming the representation in the executive, which the Vanguard and Democratic Unionists would have had if they had agreed to take their seats. The party believes it can only sell power-sharing to the majority community if there is a majority for the link with Britain in the Executive. As a result it will suggest that the split in a 12-man executive should be seven seats to the Unionists, four to SDLP and one to Alliance.

The Unionists will resist any proposals to give Alliance the balance of power on the grounds that this would give Alliance an influence out of all proportion to its size in the Assembly. The eight Assembly seats it won last year were with 21,000 votes over a year ago.

that Alliance can no longer be regarded as a wholehearted unionist.

Evidence of the improving security situation in the province is provided by the decision today by the Army to withdraw from Cessnock Park in the Andersonstown area of Belfast. The decision, which followed a visit by three Assemblymen—two SDLP and one Alliance—in Mr. Whitelaw is the culmination of a long campaign to have the park, a centre for Gaelic games, returned to the public.

The present unit which is due to leave in about a month's time will not be replaced and other bases will be used to cover the area.

Since Operation Motorman, July last year, the number of companies in Andersonstown, one of the Provisional IRA strongholds in Belfast, has been reduced from ten to four and the area is now troubled only by sporadic outbreaks of violence.

The number of troops in Northern Ireland now stands at 15,500 compared with 21,000 last year.

# Warning on ship losses

BY OUR OWN CORRESPONDENT

VENICE, Sept. 26

A MERCHANT ship was lost on average every two days last year, and for the first time the losses exceeded 1m. gross tons. Casualty experience to date this year suggests that this figure could be exceeded.

This was the depressing picture given to 450 underwriters here today at the International Union of Marine Insurance conference by Mr. Peter Quail, chairman of the Liverpool Underwriters Association. He said the worldwide cost of repairs had more than doubled in real terms since 1960 and recent currency readjustments had aggravated the effect.

In proportion to the rise in repair costs in the currency of the pound, the cash cost of claims would prove more expensive in terms of rate of premium, not only for total losses but also for damage risks.

Twenty-three countries submitted full reports to the conference. Summarising them, Mr. A. H. Chester, of Lloyd's, emphasised the spiralling cost of repairs.

With shipping enjoying boom conditions, there was added pressure on insurers to accept the quickest rather than the cheapest tender, he said. Many markets commented on the alarming increase in competition for hull business and the difficulty in trying to keep to a sensible formula for reviewing insurances.

During the discussions Mr. P. Nabuys, leader of the Dutch delegation, said that when it came to competition underwriters were making themselves appear ridiculous in front of their clients if they did not resist the pressure of big and strong brokers and clients.

For example, he asked: "How is it possible that in certain markets the brokerage for shipbuilding is suddenly going up from 5 per cent to 20 per cent, and yet the brokers in question are giving back to their clients not less than 17 per cent of the gross premium?"

It is not for nothing that people call us the international Swiss bank.

# Swiss and British Interests Tend to Tally



Swiss Urs Meili wears suits with a "London" cut ever since he trained in a bank there. And for Swiss girls like secretary Vreni, seen with him here, an au-pair year in Britain to learn the language is almost a "must".

But fashion is not the only field where we Swiss find common ground with the British. Products from Britain are in evidence all over Switzerland. A high proportion of Swiss speak at least a little English—for us the most important foreign language.

After all, we trade with the entire world. And that is why, wherever you

go, you can always get in touch with a Swiss bank.

In London, the Swiss Bank Corporation was among the earliest to arrive from the Continent, opening a full banking branch as long ago as 1898.

Backed by our 9000 employees, our total assets of over S.Frs. 35000 million and by our representatives in many countries and in every continent, our London Office can offer you a full range of international banking services. It caters in particular for the fast and efficient handling of all Euro-currency and foreign exchange business, deposits, commercial credits and allied transactions.

It's not for nothing that people call us the international Swiss bank.

Offices in Basle, Bern, Biel, La Chaux-de-Fonds, Chiasso, Fribourg, Geneva, Lausanne, Lucerne, Lugano, Nyon, St. Gall, Schaffhouse, Sion, Zurich and throughout Switzerland.

Branches in London, New York, San Francisco and Tokyo. Subsidiaries, affiliated companies and representatives in Beirut, Bogorá, Buenos Aires, Caracas, Casablanca, Chicago, Grand Cayman (B.W.I.), Guayaquil, Hong Kong, Johannesburg, Lima, Los Angeles, Madrid, Mexico, Montreal, Nassau (Bahamas), Panama, Paris, Rabat, Rio de Janeiro, São Paulo, Singapore, Sydney and Toronto.

General Management in Basle, Aeschenvorstadt 1, Telephone 061 23 23 23, and in Zurich, Paradeplatz 6, Telephone 01 29 50 11.



London: City Office, 99 Gresham Street, EC2P 4BR; Telephone 01-606 4001 (West End Branch); Swiss Centre 1 New Coventry Street, W1V 6BR; Telephone 01-734 0575.



SWISS BANK CORPORATION

SWISS BANK CORPORATION

The easy-to-remember name in international banking and finance

# Government must spell out long-term plans—Bow Group

BY JOHN BOURNE, LOBBY EDITOR

THE CONSERVATIVE Bow Group has warned the Government that it must spell out a long-term policy programme if it is not to face losing the next election.

Mr. Peter Lilley, chairman of the group, said in London yesterday that the group was going to prepare a document to present at the Conservative Party conference.

The Government must show that it was not just responding to outside pressures but had a policy of its own, he added. "There is a danger that if it does not it could lose the next election. The Government's own supporters are weakening the party's strength throughout the country because Conservatives generally feel disillusioned with their party."

They felt a little lost and apprehensive and were turning against their own party, and Mr. Lilley was afraid that the Tories were going to "wallow into the next election without preparation."

Meanwhile, the Government's counter-attack against the Liberals was continued yesterday by Lord Carrington, the Defence Secretary and chairman of the Conservative Party. It was launched by the Prime Minister earlier this week and it shows that the Conservatives take the possibility of a strong Liberal revival very seriously indeed.

Speaking at Leeds, Lord Carrington argued that a strong Liberal vote at the General Election would only return Labour government and a few Liberal frills—"perhaps with Mr. Wilson giving Mr. Thorpe the Home Secretaryship."

Later, in another Leeds speech, he said that a study of the seats for which the Liberals at present had candidates demonstrated that a Liberal "revival" would be Labour's best guarantee of returning to power.

"We are reliably informed that out of 195 candidates so far adopted about 40 are in Labour-held constituencies. In

the final analysis Liberal victories damage Labour far less than they damage us."

Lord Carrington also attacked the idea of a Liberal Party as a "third force" in politics. If such a third party emerged, he said, it would inevitably mean a weakening of government in this country.

"The whole structure of democratic Parliamentary government is under great strain. We face new problems, new forces. We need strong and stable government. Yet if the Liberals' real ambition amounts to anything, it is to form a wedge between the two parties trading its support for one or the other in return for office—government by wheeling and dealing, the national interest jeopardised by the Liberal jockeying for place and favour."

Lord Carrington argued that any great political body must be based on something more than wishful thinking and on the ability to collect votes from the

# Birmingham companies to have group pension plan in April

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

BIRMINGHAM Chamber of Commerce and Industry is to start a group pension plan, available to all its member companies, from April 6 next year.

This was revealed yesterday by Mr. Peter Stedford, the Chamber's president. Today, the Confederation of British Industry will announce details of its own occupational scheme for members, illustrating the interest now being shown by employer organisations in the pensions field.

Under the Social Security Act, 1973, every employer will have to enrol all his employees in a private pension scheme or in the State Reserve Scheme by April, 1975. It is clear that employers will want to "shop around" and find the best deal applicable to their own special circumstances.

What the Birmingham Chamber of Commerce and Industry aims to provide is a pension plan which is more flexible than the State scheme and other available centralised schemes. Mr. Stedford explained. It also intends to produce a plan which is easy to administer for both members and the Chamber, and which is

capable of adaptation. An important factor is that employees contributions to the Chamber scheme will be eligible for tax relief, whereas in the State Reserve Scheme they are not.

Employees enrolled in the Birmingham Chamber plan will automatically be contracted out of the State scheme. The minimum contribution required, employer and employee combined, is 5 per cent of earnings, up to 1½ times national average earnings.

## Automatic

The employer must pay at least half of this minimum, with the balance coming from the employee. Either the employer or the employee or both can, if they wish, contribute more so as to secure, within the limits required for inland Revenue approval, any level of retirement benefits, including tax free cash.

The Birmingham Chamber's scheme has been designed by Metropolitan Pensions Association, and its underwriters are Slater, Walker Insurance. On the investment side, Slater Walker will be guaranteeing the

capital and the minimum interest rate additions for the very long period required for recognition purposes.

In addition, at least 90 per cent of the actuarial surplus which emerges after fulfilling the necessary guarantees will be added to employees' accounts.

Two companies, the General Electric Company and Plessey, handle the signals in the Metropolitan police district. GEC maintenance men are on strike, but Plessey men are working normally.

SCOTLAND YARD yesterday asked London motorists to drive with "extreme caution" because a strike had blacked out some traffic lights. Thirty junctions were without lights, with a total of 151 signals now out of action.

It was feared that more would be out of action because of the strike by maintenance men.

Two companies, the General Electric Company and Plessey, handle the signals in the Metropolitan police district. GEC maintenance men are on strike, but Plessey men are working normally.

# Over 1m. visitors to Britain in July

By Lorne Barling

JUST OVER 1m. foreign visitors, including those from EEC countries, arrived in the U.K. in July, Department of Trade and Industry figures show. This was 9 per cent more than in July last year.

Arrivals during the period January to July totalled 3,671m, an increase of 10 per cent over the same period last year. Both figures exclude visitors from the Irish Republic and Commonwealth citizens.

Total arrivals in July from EEC countries (excluding the Irish Republic) were 335,000, which was 13 per cent more than last year. As in June, arrivals from Belgium, Luxembourg and Germany showed a large increase over 1972.

Foreign staff of non-EEC countries at 478,000 for July, were 5 per cent up on 1972. The number of visitors from the U.S. fell by 6 per cent, compared with 1972.

The number of entrants from the U.S. for the first seven months of 1973 is, however, almost identical to the corresponding total for 1972, reflecting recent unfavourable trends in travel to Europe, and a shift away from the high season months.

# UDT company will move office to Swindon

UNITED DOMINIONS Trust (Commercial) is to move its London head office department, along with 450 staff to new offices to be built on a 13-acre site at Swindon by 1976. Planning consent for 250,000 sq. ft. of space will be applied for although only half this area will be required in the early stages.

The head office staff of the parent company, United Dominions Trust, and of its banking and overseas divisions, will remain in the City, while the customer accounts centre and the data processing department will remain at Cockfosters, north of London.

Sir Alexander Ross, UDT group chairman, said: "In view of the growth of the group, the cost of office space in London, and the increasingly difficult conditions under which our staff travel to work, we have decided to purchase a site in the developing Swindon area on which to build an office with facilities and amenities on a scale not possible in the City."



مركز الأعمال



## Running your own business can be the loneliest job in the world.

You can be surrounded by sympathetic people.

An understanding wife. An experienced accountant.  
A knowing solicitor. A human bank manager.

But when the chips are really down, who really  
appreciates your problems?

It can only be those who make it their business to  
know about small and medium sized businesses like  
yours.

At ICFC, we've been advising and encouraging

just such businesses for the past 28 years.

And that doesn't mean simply providing money.  
(Although, of course, we will. Any amount from £5,000 –  
£500,000.)

We're equally interested in seeing your business  
grow.

That's why your local ICFC man isn't someone  
who is blind to everything except your balance sheet.

If you need specialist help, he has access to just

about every kind of service you might need: marketing,  
publicity, computers, mergers, and even staff training.

Throughout, you'll find him approachable and  
practical. A man with a mind of his own.

Which makes him an excellent person to talk to  
whenever you have a business problem.

**ICFC**

Our business is helping yours.

Industrial and Commercial Finance Corporation Limited, Birmingham, Brighton, Bristol, Cambridge, Cardiff, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, London,  
Manchester, Newcastle, Nottingham, Reading, Sheffield, Southampton, Wolverhampton. (Head Office 01-628 4040.)



## BOOKS

## Ringing down the curtain

BY DAVID WATT

At the end of the day by Harold Macmillan. Macmillan, £4.50, 572 pages

It is exactly ten years, all but a couple of weeks, since Lord Home stunned the Conservative Party Conference at Blackpool with Harold Macmillan's message announcing his resignation. Macmillan's political reputation was already in steep decline at that moment, and during the subsequent decade it has fallen still lower into the abyss of fashion that swallows every public figure sometime after his official demise. Now, I fancy, there are signs of a revival.

This is partly a matter of luck. Happy is the Prime Minister who is followed at Number 10 by Harold Wilson and Edward Heath. Beside the inconsistency of the one and the impermanence of the other Mr. Macmillan's characteristic takes on a rather softer aspect. Then, of course, the historical perspective helps. The achievements of the Macmillan era—in particular the successful retreat from Empire—seem more valuable with time; and the failures—especially the fumbling attempts to escape from economic "traps"—appear more pardonable, because they were no more unsuccessful than subsequent tries.

Yet one should not overlook the influence of the great man's own conscious efforts. Behind the mask of deceptively detached which Mr. Macmillan has worn during the ten years of his retirement, there has burned a consuming desire to justify himself and beat back the shadows which darkened the last years of his Prime Ministership. Five volumes of lengthy reminiscences have taken us from the mud of Flanders to the moment, in about the middle of 1961, when things began to go badly wrong for him; and the steady drip of ink from his pen has sketched a most convincing and appealing picture.

The earnest, humanitarian survivor of the trenches; the stylish wartime proconsul in North Africa; the wizard of the Housing Ministry; and finally Super-Mac, the unflappable restorer of the fortunes of the Conservative Party—as this procession has lengthened the chorus of criticism has gradually fallen silent and the strains of praise have been heard in the land.

With the possible exception of the volume covering the Second World War which ruffled with recollection excitement, the series has not been particularly electrifying or even outstandingly

well written; but it has been a major achievement none the less. The sense of seriousness behind the elaborate amateur facade, of a political personality evolving and deepening, of an acute intelligence and a romantic nature harnessing itself to political realities has been movingly sustained and it has had the desired effect of forcing us to look at its author with new admiration and understanding.

But now comes the crucial test. The sixth, and final, volume of the saga is the story of the years which destroyed Macmillan as Prime Minister and, after a short delay, the Conservative Government with him. Can the old Entertainer pull his final rabbit from the hat and show that this débâcle was the result of malign forces or blind mischance and not, as many people thought at the time, caused mainly by the weariness and cynicism of the Prime Minister?

The answer is ironic. Mr. Macmillan has produced one of the most vivid and absorbing instalments of his serial. By the use of copious quotation from diaries and minutes of the period he tries to show the authenticity of his own version of events. And yet it is his own contemporary words which constantly betray him. A persistent whiff of political decay wafts back over the years.

"We had only five abstentions in the division," notes Macmillan at the end of a big debate on the Common Market in 1961. "But there are very many *omnis* Conservatives. It is getting terribly like 1846. Anyway none of these can be dismissed as my Peel." Or again, after the Stockton by-election in 1962 he diagnoses the strong Liberal vote with his usual acumen: "The Tories disintegrated! really are tired of us—of our faces, our caricatures, our appearance, above all they want a whipping boy. They are also bored. And yet he cannot help adding: 'However, within a few months the great European issue will have to be fought out. This will bring a sense of reality and excitement.' These quotations do not exactly dispose of Hugh Gaithe's conviction that the whole European enterprise was tainted by the Prime Minister's short-term, selfish view of the operation.

Or take another incident of this period—the Cuban missile crisis. The impression which Mr. Macmillan now attempts to convey is that of the elder statesman standing at the elbow of

young President Kennedy with a wise and staunch advice. But this is not the impression which was given in Washington at the time. Many of the Americans involved believed that the Prime Minister panicked. Macmillan accuses Gaithe of not being very "robust" on the subject. But reading between the lines of Macmillan's contemporary minutes it is clear that at the outset at least he himself bristled with objections to the American course of action.

All through the great events of this volume—the dismissal of Selwyn Lloyd and six other members of the cabinet, the economic difficulties of '61, the Common Market negotiations and the Profumo scandal there runs the common thread of a lack of touch, a loss of nerve. Survival has ceased to be regarded as the just reward of real success and has become an end in itself. Honours become mere playthings ("I got an Earldom for David [Kilmer], a Viscountcy for Mills and CIs for Watkinson and Macfarlane. I told Tim Bligh to ring up Selwyn and say that in the emotion of our talk I had forgotten to offer him a CH, would he like it?"). It is all very well for the retired politician in the final words of his book to exhort the British nation to "restore and strengthen the moral and spiritual as well as the material base on which they have rested for so many generations" but it was he, after all, who coined the slogan "you never had it so good" and he who once remarked contemptuously that if people want a sense of moral purpose they should go to their Archbishops for it.

Of course the final collapse was not entirely the Prime Minister's fault. He is abundantly entitled to feel bitter with the newspapers over the rumour and with some of his colleagues and supporters for their backstabbing activities when the going got rough. Chance and boredom also played their parts. But in the last resort there was some rough justice in the fate of the Macmillan administration; and somehow this is conveyed through Mr. Macmillan's final pages. It does not destroy the value of his earlier years as Prime Minister—or of his earlier volumes—but it gives the vast work a final, fitting touch. For those who like happy endings, this will be a disappointment but for those who like politics the way it is, it will seem an appropriate and even satisfying finale.

When Morrison was reading Wells as a boy (like most successful politicians, he soon gave up reading anything at all, except official documents), he walked about the drab South London streets, and he had all the hopes and aspirations of youth. He had various Welsh occupations, switchboard operator in a brewery, shop-assistant in Pimlico. At 18 he became a fervent socialist, and he practised his soap-box oratory. His socialism—which at that age was perfectly genuine, generous and Utopian, however far he moved to the right in later life—was a sign of his fighting independence. Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

When Morrison was reading Wells as a boy (like most successful politicians, he soon gave up reading anything at all, except official documents), he walked about the drab South London streets, and he had all the hopes and aspirations of youth. He had various Welsh occupations, switchboard operator in a brewery, shop-assistant in Pimlico. At 18 he became a fervent socialist, and he practised his soap-box oratory. His socialism—which at that age was perfectly genuine, generous and Utopian, however far he moved to the right in later life—was a sign of his fighting independence.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

When Morrison was reading Wells as a boy (like most successful politicians, he soon gave up reading anything at all, except official documents), he walked about the drab South London streets, and he had all the hopes and aspirations of youth. He had various Welsh occupations, switchboard operator in a brewery, shop-assistant in Pimlico. At 18 he became a fervent socialist, and he practised his soap-box oratory. His socialism—which at that age was perfectly genuine, generous and Utopian, however far he moved to the right in later life—was a sign of his fighting independence.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.



Three British politicians—Macmillan, Morrison and Nabarro, each of whom is the subject of a new book published to-day

## London pride

BY C. P. SNOW

Herbert Morrison: Portrait of a politician by Bernard Donohue and G. W. Jones. Weidenfeld and Nicolson, £8. 696 pages

In the first decade of this century, Herbert Morrison was reading the works of H. G. Wells. He was something like a Wellesian character himself—the son of a Brighton policeman, physically unimpressive (from infancy totally blind in his right eye), restless with vitality, fiercely independent, ready to fight the world with Cockney jauntiness. He hadn't the indomitable sexuality of Wells's characters or of Wells himself. Morrison married a frigid woman, and his sexual life was either non-existent or hidden away. That may have helped to restrict him in any easy, charming flow of human malice, such as Wells exuded.

It may also have given greater obsessive force to the passion of Morrison's life. For he had both a passion and a gift which Wells—and really none of his characters—hard as he sometimes tried to deny—never possessed. Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

When Morrison was reading Wells as a boy (like most successful politicians, he soon gave up reading anything at all, except official documents), he walked about the drab South London streets, and he had all the hopes and aspirations of youth. He had various Welsh occupations, switchboard operator in a brewery, shop-assistant in Pimlico. At 18 he became a fervent socialist, and he practised his soap-box oratory. His socialism—which at that age was perfectly genuine, generous and Utopian, however far he moved to the right in later life—was a sign of his fighting independence.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Morrison was a born practical politician, lived for the craft of politics, had much success, buffeted for the top place, muffed his chances, never became Prime Minister, and died bitter and disappointed. It is a fascinating story, very well told in this book, which is packed with human sense and the most punctilious research.

Tory. There were rows, bitter ones, when his adolescent son began propaganda work for the ILP. Herbert Morrison didn't lack moral courage, even in his devious wheeling-and-dealing. He wasn't to be checked. He just left home.

He was, however, a profoundly practical soul. Very soon he acquired a sense of the possible in politics, and applied himself to making a career of it. His method was the one that came nearest to hand, through local politics, the Hackney Borough Council, the London Labour Party. For years he made his living as secretary of that local party—five pounds a week when he was thirty-one, going up to eight pounds a week before long. Not grand, but adequate for his needs, which were then simple, ascetic, non-political. The whisky and cigars came along with high office.

His only obsessive need was his work. He became a master of local politics, and the only major English politician who has made his way to national eminence through his local achievements. They were considerable. London is by and large a better place through his dominance of the old LCC. Aneurin Bevan, who detested him, said that he was a third-rate Tammany boss. That was totally unfair. No man was better equipped for the gritty, detailed job of running a big city. He did it with obsessive competence and equally obsessive honesty. He was as uncorrupt financially as a man can be, and forced that standard upon London government. It is difficult to think of anyone in any country who has had more effect upon a city's administration.

He was, I said, a born politician. But that needs a bit of qualification. For the sake of convenience, perhaps we can recognise three classes of politician: (a) the originators of policy, those who initiate changes out of their own insight. These are very rare, and this country has scarcely had one in the 20th century, our only possible candidate being Lloyd George. Clear, wise, genuine, conceivably brilliant. (b) The workers out of policy, those who smelt policy floating in the air and perform the political process: parliamentary systems, those who (and usually love) the fighting, the man-management, the long time this was a notable English skill, perhaps not now. Examples, again Lloyd George, Baldwin, Macmillan, Harold Wilson. (c) The administrators all with pious contempt. It must have been a jolly little family



Julian Gloag

About nine-tenths of this compulsion to confess and pay creepy, funny tale is dialogue, for it. Like all Anachinloss's books it makes literate, pleasant reading; but much more than most of them it makes moral demands and asks unanswerable questions. In the wainscot, metaphysical morass of past sins, perhaps, the scurrying ambition, say, or nosediverting greed. In the context of the fat society she moves into, the sort of evil seems almost justified; so the questions go round and round—sensual, calculating, disturbing.

Louis Anachinloss writes quiet and well-tailored novels about well-heeled WASPs and *I Come as a Thief* is set in a New York that seems both familiarly modern and strangely ageless, almost Jamesian. Its hero is the kind of neo-Wasp (Irish lower-class) married into Dutch upper-class) now putting the old ones out of business, at least in the Democratic Party, all set for political high office when, without much risk, comes the badly-needed chance of taking a bribe, pleasant and round—sensual, calculating, disturbing.

## Nab One

BY REX WINSBURY

Exploits of a Politician, by Sir Gerald Nabarro, MP, Arthur Barker, £3.95. 308 pages

What is one to make of Gerald of Nabarro? Is he the Spanish derivation of his name? Trying to be rational about the Conservative MP for Worcester-shire South is like trying to be emotional about Wittgenstein—a sort of logical impossibility. Tory anti-Common Marketeer; pioneer of the Clean Air Act and champion of the motorist; defender of the coal industry and fierce anti-socialist; a man risen (literally) from the ranks of the army to considerable wealth. Eight motor cars of auto-numerological fame (auto-numerological, if it means anything, ought to mean self-numbering, but evidently doesn't), 34 suits at over £100 a time and a wardrobe worth (in 1971) over £3,000; darling of the Tory ladies of the shires who once starred in the docks of Seattle; avidly self-publicising television upholder of traditional values and morality; an intensely ambitious man who never made political office—the list of contradictions multiplies.

The question therefore arises: is Sir Gerald to be defined as anything other than the sum total of his own internal contradictions? Or, to put the same question another way, is the real Sir Gerald the man who was a Sergeant Instructor by the age of 20 and had to turn down a place at Sandhurst because he had no private income—or is the real Sir Gerald that cartoon figure so often drawn by Cummings, Jack, Emmwood, Osbert Lancaster and the others whose work so liberally adorns the pages of this book? In the case of Sir Gerald Nabarro, does art imitate life, or life imitate art? What gives point to this question is the curious impression on reading this collection of essays by Sir Gerald on his incongruous collection of interests (railway engines, car numbers, pornography, smoking, coal, the Common Market, royalty, parliamentary tradition, etc.). The author might as well be talking about somebody else of the same name and career. There is extra-

ordinarily little sense of any individual beneath the calculatedly constructed exterior of the Tory eccentric. It seems that to describe his public activities is to describe him.

Perhaps it is this lack of strong consistent inner philosophy, personal or political, which has kept him out of office. An out of favour with the Conservative bigwigs. Nabarro freely admits that Mr. Heath does not like him, and comparing the two men and their records, one can not wonder. It was one of his local papers, *Borrow's Worcester Journal*, that remarked not long ago about Sir Gerald that "H is a difficult man to fathom—how many people, we would honestly say they know him as a friend?" One can see the point of that comment too.

And yet. Let us give thanks for non-conformists. MPs who are not afraid to differ from the Party, men who speak up against the harm and hypocrisy attached to smoking, men who work as hard, not least for the constituents, as Sir Gerald, men who care about their appearance, and about good manners and about the beauty of the English countryside. No doubt the most widely read chapter of this book will be the one on Sir Gerald's account of where he fought and eventual defeat (despite illness) a prosecution for dangerous driving. His account throws little light on an affair which brought out the deep love-hate that may feel about this strangely ambivalent Cardew the Cad/Hector U Hero figure in British public life. But the case is less important than the phenomenon. For Sir Gerald writes about himself in wide open spaces of political opinion. I can indulge in a style of behaviour and a style of choice and a style of apology to none. That is the rare ability to be a politician. Sir Gerald will not offer or accept an apology for that equally no one surely, will demand one.

## Scientist on the move

BY DAVID FISHLOCK

Memories II by Julian Huxley. George Allen and Unwin, £4.95, 296 pages

"I confess," writes the author at the end of a particularly exhilarating chapter where he recalls the time in the 1880s "to being a voracious traveller."

Travel worldwide is the theme of this second volume of Sir Julian Huxley's memoirs: two decades of travels through six continents, at a pace slow enough for this highly observant and often to pass shrewd judgment on Nature. The book is alive with his comments on wildlife, especially birds. Scarcely a page passes without reference to some bird recognised. "I saw what I took to be a rare covered with white and pink blossoms. Or nearer approach it exploded into a flock of gulls, beautiful but destructive small cockatoos."

Much of the travelling was done at the expense of UNESCO, the United Nations Educational, Scientific and Cultural Organisation created for Huxley, who had already lobbied energetically for the inclusion of science in the agency's mission, copper in Israel. He was then 59, world's great nuclear research centres, "my lack of background in the sciences, my understanding of the book, and cover exhaust-fantastic progress being made in the Middle East in preparation around were "pure delight."

for UNESCO's first two big conferences. Almost as afterwards come occasional flashes of observation about agency personalities and politics: those who make plain the UN's formative years.

Over a decade later the coup made a long tour of Africa UNESCO to report on the conservation of wildlife and natural resources. He found the situation called for "radical appraisal" if those resources were not to be damaged irreparably.

Sadly, I think, the book will help to confirm one popular notion of a scientist as a man so wrapped up in his own speciality that he has little time for more worldly affairs. Still, for more worldly affairs, the book is the relief with which he relates some stories—how, for instance, Egyptians had made pâté de foie gras from aya's livers, first making slaves stuff the beasts with livers, and then ducks.

Most disturbing of all I found in so eminent and influential a scientist is his naivety about other branches of science. Huxley, for instance, of "science" having replaced a conservative once used to him science in the agency's mission, copper in Israel. He was then 59, world's great nuclear research centres, "my lack of background in the sciences, my understanding of the book, and cover exhaust-fantastic progress being made in the Middle East in preparation around were "pure delight."

## U.K. ECONOMIC INDICATORS

	Unit	1973			1972		
		Sept.	Aug.	July	Sept.	Aug.	July
General							
Unemployment†	'000s	545	571	535	545	564	564
Unfilled vacancys†	'000s	477	458	483	205	203	203
		Aug.	July	June	Aug.	July	June
Currency reserves	£m.	6,916	6,528	7,013	6,091	6,082	6,082
Bank advances b	£m.	12,187	11,619	10,984	—	—	—
Manuf'd prods. d	1970=100	123.9	122.7	121.3	118.7	114.8	114.8
Basic materials d	1970=100	150.1	144.4	137.3	109.6	107.7	107.7
Wage rates	July'73=100	118.1	115.4	113.2	103.5	100.0	100.0
Retail prices	Jan.'82=100	180.3	179.7	178.9	165.4	164.3	164.3
		July	June	May	July	June	May
Terms of trade	1961=100	94	96	97	111	112	112
Retail sales val.**	1968=100	168.2	165.1	158.8	150.5	146.3	146.3
HP defl est.	£m.	2,284	2,256	2,234	1,818	1,778	1,778
Industri. output**	1970=100	111.1	111.0	110.1	101.8	—	—

		1973			1972		
Trade and Industry		Aug.	July	Jan.	Aug.	Jan.	
Cars* .....	'000s	120.1	98.5	143.3	118.6	152.8	
Comm. vehicles* .....	'000s	23.20	23.10	33.30	21.80	31.50	
Imports f.o.b.** .....	£m.	1,208	1,140	1,069	662	759	
Exports f.o.b.** .....	£m.	1,012	982	930	490	716	
Visible trade bal. ....	£m.	-196	-158	-139	-172	-44	
Steel (wkly. av.) v.*	'000 tonnes	468.9	476.9	510.6	452.3	461.9	
		July	June	Jan.	July	Jan.	
Houses complet'd†	'000s	23.3	26.7	25.3	26.6	27.2	
Cement (weekly average)* .....	'000 tonnes	403	414	389	305	345	
Bricks* .....	millions	557	630	618	544	564	
TV sett†	'000s	350	351	348	225	278	
Radio, r/gmst†	'000s	607	489	509	383	473	
Furniture** .....	1963=100	296	199	202	174	162	
Man-made fibres* .....	m.kgs.	59,52	64.31	61.50	50.99	51.56	
Electric cookers†	'000s	82.2	82.3	85.3	77.0	71.3	
Washing mchs.†	'000s	80.3	102.4	94.4	55.0	79.4	

		June	May	Jan- June	June	Jan- June
Hosiery* .....	1963=100	157	168	180	155	152
Textiles (orders on hand)† .....						
Petroleum† .....	Dec.'63=100	145	147	144	124	124
Raw wool§ .....	m. tonnes	6.79	8.91	8.44	7.06	8.33
	m. kilos	12.0	11.5	12.6	13.7	12.7
		May	Apr.	Jan- May	May	Jan- May
Engin. (orders on hand)† .....	Dec.'63=100	139	137	133	119	118
Raw cotton (weekly av.) § ...	'000 tonnes	2.55	2.54	2.76	3.16	2.71
				Year		

		2nd qtr.	1st qtr.	to date	2nd qtr.	Year	
consumer spending .....	£m.						a
1963 values .....		6,560	6,763	13,322	6,338	25,618	s
motor trade turnover .....							o
1967=100 .....		184	204	194	182	173	e
							C
		1972			1971		a
		4th qtr. 3rd qtr. Year			4th qtr. Year		r
building and civil engineering* ...	£m.	1,334	1,265	5,056	1,190	4,589	n
		Year					T
							d
							T

		3rd qtr.	2nd qtr.	to date	3rd qtr.	Year
machine tools† ...	£m.	33.3	39.4	117.5	143.2	149.1
rusties .....	'000 tonnes	391.5	405.1	1,180.8	334.9	1,854.2

production. †Deliveries. ‡Net sales. §Consumption. ¶Great Britain, not seasonally adjusted. ¶Seasonally adjusted. ¶All manufacturing industries. Excluding car radios. †Deliveries. ‡K. made and imported sets. ‡a Figures revised November, 1972. ‡rlier figures adjusted. ‡b Content changed January, 1973, to refer only to U.K. residents' sterling. c Revised May, 1973. d Prices.

	Unit	1973			1972		
		2nd qtr.	1st qtr.	to date	2nd qtr.	1st qtr.	to date
Consumer spending	£m.	6,560	6,762	13,322	6,338	25,618	25,618
Motor trade turnover	1967=100	184	204	194	182	173	173

## Avenging Gordon

BY ALAN HODGE

Omdurman by Philip Ziegler. Collins, £3.00. 237 pages

General Gordon was killed at Khartoum by the spears of dervishes in January 1885, two days before the steamers of the relief force sighted the city. The relief withered and for thirteen years the Sudan was left to the Mahdi and his successors, the Khalifa. Gladstone was popularly blamed for the disaster, but he turned his attention to Afghanistan and forgot the Sudan. By 1898 the aspect of international affairs had changed. The British position in Egypt had been greatly strengthened during the years of Lord Cromer's pro-consulship; and Lord Salisbury, 10. Downing Street, had become concerned in his global calculations with the partition of Africa. The avenging of Gordon was gradually undertaken, with Herbert Kitchener in command.

Kitchener's expedition was crowned by victory at Omdurman in September 1898, from which British rule followed in the Sudan until its independence in 1956. Mr. Ziegler in his present book is mainly concerned with the military progress of Kitchener's force, although he is always astutely wise in his comments on the course of world events before and after the conquest.

Kitchener was a Royal Engineer, and the building of a railway across the Sudan desert to carry his forces was a pleasure to him. So was the construction of gun-boats to operate on the Nile. Kitchener liked to visit the shipyard at Koshoh on the river, and drive in rivets himself. An ADC discreetly marked his rivets with chalk so that defects



هكزامين الاصل

grounds of sex or race, and breaking of any conduct business rules laid down. The Bill will make provision for the court to refuse a licence or refuse on the terms requested, or licence holder whose licence varied, revoked or suspended.

**ENFORCEMENT**

One of the provisions of the Bill will provide grounds for recourse by the individual to the Court for enforcement of his contractual rights or for relief from his contractual obligations. The Bill will provide that County Courts or, in Scotland, Sheriff Courts will have exclusive jurisdiction over actions for enforcement of agreements between borrowers and lenders, or for enforcement of or hiring agreements which cover and of ancillary agreements.

The Crowther Committee recommended that an individual could not sue a creditor for disadvantageous treatment unless the creditor bringing an action could choose a Court at a distance from that individual's place of residence or business. This recommendation would require creditors to be required to commence actions in the Court for the district in which the defendant was residing or carrying on business at the time the action was commenced. It would take appropriate steps to effect this recommendation.

The Bill will also create a number of criminal offences such as issuing misleading information to the public about credit business when unlicensed. The Crowther Committee recommended that consideration be given to the extent to which local Weights and Measures Authorities could be undertaken for enforcement of new Consumer Credit legislation. The Gov-

of their fund of experience a local knowledge, the Authorities are well fitted to discharge this function.

Since enforcement will be needed both at the national and local level, the Bill will provide both the Consumer Credit Commissioner and local Weights and Measures Authorities with powers of enforcement.

## Concerned

### Concerted

The intention will be to deal with cases of mainly local significance should be investigated. Weights and Measures inspectors will work in conjunction with a view to prosecution while the Commissioner should deal with those of a wider significance (for example, misleading advertisements carried in national newspapers). Weigh-

be required to inform the Commissioner of proposed proceedings in advance so that corrective action can be taken when appropriate.

It will be open to the Commissioner to recommend to the Director-General of Fair Trading that proceedings be taken under Part III of the Fair Trading Act 1973 to stop and prevent conduct in the credit advertising field which is unfair to consumers and which he is unable to prevent either through persuasion or through use of powers included in this Bill. The Fair Trading Act 1973 does not cover certain circumstances, a Court (or, in Scotland, a Sheriff Court) might then make an order to prohibit such conduct.

*White Paper: "Reform of the Law on Consumer Credit". Commerce and Consumer Affairs, 1980.*

# by FHLA

wider issues of lending and security after passage of the Consumer Credit Bill proposed in the White Paper."

In particular the repeal of the Moneylenders Acts was welcomed and the proposal that all forms of consumer credit should be subject to substantially the same legislation.

## Back proposals

the proposed Bill," Mr. Goldman said.

"We think that the new law should apply in full to all consumer credit transactions, however small in value. The Government has proposed a lower limit of £30, which removes much of the protection from a particularly vulnerable section of the population and provides a built-in loophole for unscrupulous lenders."

The association also has reservations about proposals for rebate of credit charges on loans

**BLACK & SONS  
(NIG) LTD.**  
(Sole Agents and Importers)  
Mr. J. W. Ostentfeld's Statement  
The year ended 31st March 1973  
£1,155. Turnover reached a new  
£10,510,374.  
net is recommended, making  
11%.  
In 1972, together with a world  
rivalry for supplies between  
resulting in very high world

to continued progress



## Fire damage in August 50% up on last year at £15m.

FINANCIAL TIMES REPORTER

FIRE DAMAGE in Great Britain is estimated to have cost £15.5m. last month according to figures released by the British Insurance Association yesterday.

Though well below the July total of £15.5m., this represents a 50 per cent. increase over August 1972.

The figure includes the Isle of

Man disaster and the fire at Butlin's Pwllheli holiday camp which together cost well over £2m.

In August, four other fires cost over £400,000 each. Three were in the North of England and the fourth in Scotland.

There were 23 other fires costing more than £100,000 and 29

costing over £10,000 in places used by the public.

Deaths by fire in Scotland last year reached a new record. At 138, the total exceeds the previous highest level in 1968 by four. In addition, eight firemen died in Glasgow fires.

Fire damage in Scotland was estimated at £1.7m. last year a rise of £1.4m. on 1971.

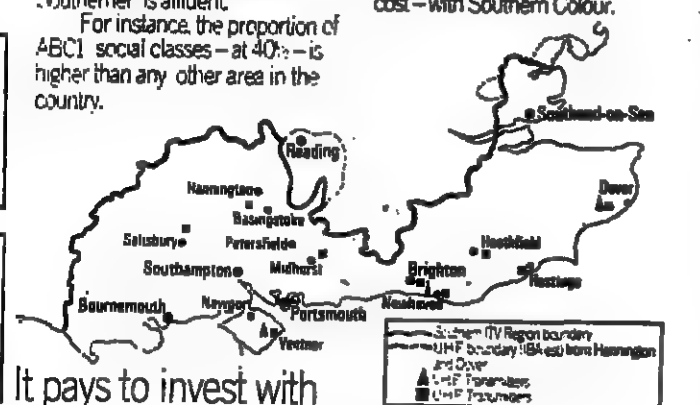
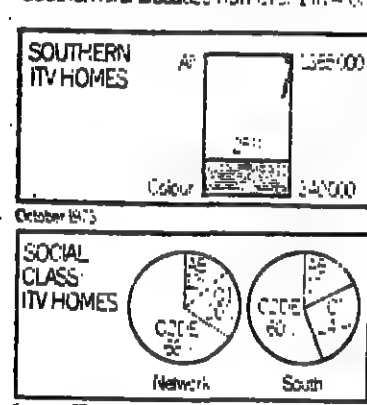


## This autumn, at least a quarter of all Southern homes will be watching ITV in colour

Come autumn and people like warm and friendly colours to make them feel good. And that's especially true of Southerners. Because now over 1 in 4

are viewing in colour. That's more than the national colour density. The reason is simple: the Southerner is affluent.

For instance, the proportion of ABC1 social classes - at 40% - is higher than any other area in the country.



It pays to invest with

**SOUTHERN**  
INDEPENDENT TELEVISION

For more information contact Brian Henry, Marketing and Sales Director, Southern Television Limited, Glen House, Stag Place, London SW1E 5AX Telephone 01-834 4404

## Skylab 2: 'biggest space achievement'

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

U.S. SPACE officials are describing the second Skylab spaceflight as America's biggest space achievement, whose results could have a far-reaching influence on science, medicine and technology. The manned, earth-orbiting flight ended late on Tuesday after 59 days.

Dr. James C. Fletcher, head of the U.S. National Aeronautics and Space Administration, yesterday said the mission marked a transition of the space programme from "a period dominated by exploration to a period dominated by exploitation of the space around us as a global resource."

The three Skylab astronauts conducted a wide range of experiments, from the study of solar flares and tropical storms, to the growth of crops on earth and mineral deposits.

They produced thousands of photographs of both solar and earth activity, which will be studied by scientists round the world.

One of the most significant developments may prove to be the formation of some alloys and crystals, in a special furnace carried aboard Skylab. Scientists will study these to discover if the weightlessness of space can produce stronger,

purper, more reliable materials than can be produced on earth. More immediate value will be derived from photographs taken by the astronauts, which cover such diverse matters as cloud cover on earth, ocean currents and geological formations in remote regions.

Closer study of these is expected to help in finding new mineral deposits, bring a better understanding of world weather patterns, and help advance the comparatively young science of "earth resources monitoring" - finding out how best mankind can use the earth's natural resources.

Reports yesterday indicated that the medical condition of the astronauts—Captain Alan Bean, Dr. Owen Garriott and Major Jack Lousma—was good, despite their 59 days of weightlessness.

If final medical tests on the astronauts prove satisfactory, officials believe the latest Skylab mission could prove that the human body is capable of sustaining the rigours of even longer space voyages.

The next Skylab mission, due for launching in November, is also scheduled to last 59 days, but may be extended if medical reports indicate that the astronauts from Skylab 2 have suffered no serious ill-effects.

## Big brewers play down 'penny on pint' report

BY KENNETH GOODING

SOME OF the major brewers were last night playing down reports that an application for a 1-penny beer price increase would be made shortly because of the sharp rise in raw materials costs.

The price of barley, a vital ingredient in beer, has doubled from £30 a ton at this time last year to £60-£65 a ton today. This will double the brewing industry's bill from £20m. to £40m.

Wages and salaries in the industry have been rising at least 8 per cent. during the past year.

But a great deal of this extra cost has been offset by the volume of sales this year. As one brewer explained: "We have had a magnificent summer. With the weather and high employment, everything has been in our favour."

There is evidence that, as a result, some of the brewers have been having trouble keeping their margins within the controls fixed by the Government under Phase Two.

Allied Breweries, the Ind Coope, Tetley and Ansell combine, actually reduced prices

recently on some brands sold in the Midlands.

Yet other brewing groups have been insisting that price increases are needed in the short-term if margins of profit are to be maintained.

## Labour-unions policy talks urged

THE BREAK-DOWN of communications between unions and the Labour Party from 1964-70 "must never be allowed to happen again," warns Mr. Bill Simpson, party chairman, in a book published today.

Mr. Simpson, a leader of the Amalgamated Union of Engineering Workers, calls for discussions at high level between unions and the party "to clear the ground on major policy items."

This should be taking place now, while the party is in opposition, he argues in "Labour: The Unions and the Party," a study of trade unions and the British Labour movement.

## Advertising and...

## Blue Band Cabby's Europe is in £1.3m. guide to £40,000 switch London

ANYONE taking a taxi ride in London from Monday is in line to receive from his driver a copy of Cab About Town, a new publication which will appear each quarter and is designed to improve the relationship between London cabbies and their customers. Cab About Town has 48 pages and provides information about hotels, shops, clubs, restaurants, and pubs in the capital.

The first issue has attracted a deal of advertising, especially from the Bank of America which is supporting the publication by buying the front pages of the first few editions. The magazine is published by the Licensed Taxi Drivers' Association which controls 40 per cent. of the 13,500 taxi drivers operating in London.

The magazine, however, will be distributed by members and non-members alike and the entire print of 500,000 copies should be handed over in the first two weeks. Judging by the amount of advertising in the first issue, Cab About Town should not cost the LTDA much money.

But since Blue Band was launched as the first soft margarine in 1968 the market has attracted many other brands and Blue Band has seen its dominant position eroded slightly. However it still holds around 14 per cent. of total margarine sales.

Liptions, the supermarket chain with more than 900 stores, has asked Hobson Bates to handle its advertising from April next year. The budget will be well over the £400,000 on record and part of the agency's task will be to promote the Liption retail name. In the past the shops, part of Allied Suppliers (now owned by Cavenham) traded under many different names.

Allied Breweries has appointed Doyle Dane Bernbach to handle the advertising of Ind Coope Special draught bitter in the South. The agency already handles its Skol lager advertising and also the regional campaigns for Ansell and Tetley's bitters.

As from October 1 Vogt and Glisson is to handle the advertising for Chandris Cruises. Last year Chandris spent more than £75,000 on advertising.

The Cigar Club has appointed Argo Publicity to handle its advertising.

The opening address at the Advertising Association's conference on May 3 in Brighton next year is to be given by the Rt. Hon. Peter Walker, MP. Mr. R. J. Methven, Director-General of Fair Trading, will be speaking on the following day.

Bejam, the deep-freeze food suppliers, has moved its advertising to J. Walker Thompson. The business will be handled by the J.W.T. Merchandising Unit which is a separate profit centre run by Gerry Coveney.

ANYONE taking a taxi ride in London from Monday is in line to receive from his driver a copy of Cab About Town, a new publication which will appear each quarter and is designed to improve the relationship between London cabbies and their customers. Cab About Town has 48 pages and provides information about hotels, shops, clubs, restaurants, and pubs in the capital.

The first issue has attracted a deal of advertising, especially from the Bank of America which is supporting the publication by buying the front pages of the first few editions. The magazine is published by the Licensed Taxi Drivers' Association which controls 40 per cent. of the 13,500 taxi drivers operating in London.

The magazine, however, will be distributed by members and non-members alike and the entire print of 500,000 copies should be handed over in the first two weeks. Judging by the amount of advertising in the first issue, Cab About Town should not cost the LTDA much money.

But since Blue Band was launched as the first soft margarine in 1968 the market has attracted many other brands and Blue Band has seen its dominant position eroded slightly. However it still holds around 14 per cent. of total margarine sales.

Liptions, the supermarket chain with more than 900 stores, has asked Hobson Bates to handle its advertising from April next year. The budget will be well over the £400,000 on record and part of the agency's task will be to promote the Liption retail name. In the past the shops, part of Allied Suppliers (now owned by Cavenham) traded under many different names.

Allied Breweries has appointed Doyle Dane Bernbach to handle the advertising of Ind Coope Special draught bitter in the South. The agency already handles its Skol lager advertising and also the regional campaigns for Ansell and Tetley's bitters.

As from October 1 Vogt and Glisson is to handle the advertising for Chandris Cruises. Last year Chandris spent more than £75,000 on advertising.

The Cigar Club has appointed Argo Publicity to handle its advertising.

The opening address at the Advertising Association's conference on May 3 in Brighton next year is to be given by the Rt. Hon. Peter Walker, MP. Mr. R. J. Methven, Director-General of Fair Trading, will be speaking on the following day.

Bejam, the deep-freeze food suppliers, has moved its advertising to J. Walker Thompson. The business will be handled by the J.W.T. Merchandising Unit which is a separate profit centre run by Gerry Coveney.

Display settings for the advertisements attracted twice as many applications as semi-display and 80 per cent. more than lineage advertisements. First insertion produced about twice as many replies as did second and subsequent insertions. More details about how the research can help in media selection, copy content and style in advertisements can be obtained from M. E. Ray at Austin Knight.

Tia Maria's five 30-second radio commercials are the first to have been submitted and approved by the IBA. The commercials were produced by David Williams and Ketchum, and will first be heard on November 26th.

The net advertising revenue of the independent television companies in August was £9,984,211. This is a 27 per cent. increase on the £7,861,210 gathered during August 1972, and is in line with the much higher revenue figures being achieved this year. Out of the net revenue the companies have to pay a levy to the Exchequer which ranges up to a maximum of 25 per cent.

TELEVISION has become much more important advertising medium on the Continent in the past two years, according to a guide published yesterday by Benton and Bowles. Countries which artificially limited the amount of advertising time have increased it considerably: in France, for example, advertising expenditure on television has grown from 2 per cent. to 1 per cent. in the past two years.

In Italy, where advertiser previously had to buy joint advertising and entertainment commercials, it is now possible to buy 30-second commercials in a five-part package called "TSI" which is transmitted each evening between 9.15 and 9.30.

The guide also points out the advertisers wishing to use TV in Europe must plan their campaigns at least a year in advance that in many countries television cannot be used as the sole medium for advertising; and that in certain areas there is an overlap in reception, exposing viewers to different advertising messages for the same brand.

Benton and Bowles estimate that a 30-second commercial transmitted across Europe would cost around £40,000 and would reach 29m. homes.

The free recipe book is just part of what is claimed to be the biggest home baking promotion yet seen in British retailing. All likely ingredients will be offered at reduced prices in the Co-ops and there will be competitions, and the like, for housewives in the £250,000 promotional

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

Biggest ever paperback

# TV production costs - the myths and the maths.

It can cost you a lot of money to make a TV commercial. But if the fear of production costs is persuading you to make fewer commercials or even to come out, or stay out of TV, we think you should ask yourself some questions first.

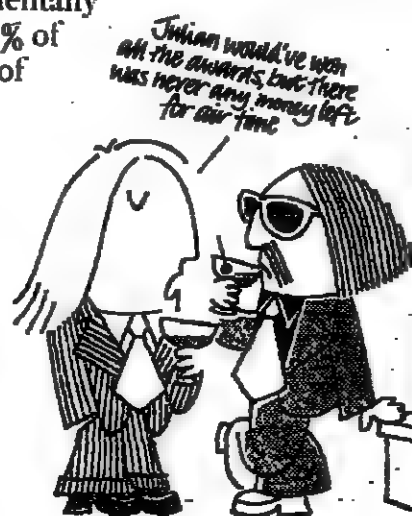
## Have production costs got out of hand?

Some measure can be obtained by comparing the cost of production with the cost of airtime. This shows that whereas in 1956 the average commercial cost 14.6% of the airtime, in 1972 the cost was only 11.4%. (Incidentally the average cost of production of a press display ad was 11.3% of the space in 1956 and 19.5% in 1972.) Admittedly the cost of commercials relative to airtime was even lower in the 60's, but these figures suggest that stories of grossly inflated production costs are in the area of myths rather than maths.

## Could production costs be lower?

Without going so far as to promise to cut prices at a stroke may we make some suggestions?

a. Forward Planning. Thinking a move or two ahead can always reduce costs. It could stop you for instance having to go to the West Indies this winter to shoot a film that could have been made at Wittering in July.



b. Alternative methods of production. What are your priorities? Film is the most prestigious medium, but not necessarily the most expensive. VTR can be cheap (with a programme company much cheaper)—but that doesn't restrict its creative potential. Slides are peanuts!

c. Alternative production companies. There are over 240 production companies—lots of them highly experienced, professional, with very impressive records behind them. Over the years they have established themselves in price brackets which range from expensive to relatively cheap. Shouldn't you shop around a bit more?

## Do I need an expensive commercial?

This is a difficult one. The business of selling has art at its heart, and costing art is a very tricky business. Who can put a value on a camera angle or a particular sound? In some cases a high quality production can prove the cheapest form of investment.

It must be said, however, that very successful, very attractive commercials have been made on very tight budgets. (Cadbury's Smash leaps to mind.)

Finally, advertising relies as much on judgement as on fact. B.B.T.A. can offer both to you. The facts come in a leaflet entitled "Costing the television commercial". The judgement, based on years of experience, is freely available to you at this address...

Television Works

**B.B.T.A.**

Ring us—we'll tell you. 01-636 6866

British Bureau of Television Advertising Ltd, Knighton House, 52/66 Mortimer Street, W1N 7DG.



# The Marketing Scene

## Turning anyone?

WEEK With withdrew its support for tennis, it had become over-ly with tournaments and event could not be certain the top flight is one of the most sponsored sport—the most congested calendar.

sports like golf, tennis, cricket have now reached on there are still open-ly for companies at to include sponsorship marketing promotions, uple, no-one yet supports boating to any degree: or lacrosse; or mountain-ly or skin diving; or gy or wrestling—and the number of spectators chances of TV coverage o of these sports, this is rising.

er, anyone that is con-sponsorship, he it of the arts, now has in the guide book in the Sponsoring, over 400 pages covering every and available from Marketing Group for

orship is often a subjec-ly, built around the interests of compa-ly but this volume gathers all the practical data kes some suggestions to sponsors. The value orship in 1973 is placed although indirect ex-ly more than doubles this.

The growth is around-ent, a year as new spon-ly in, although tobacco ntributes a quarter of the

l 430 companies have fairly major events, layers leading the was estimated expenditure of followed by three more companies and then However, over 50 per sponsors spend less than year on their activities.

racing is far, and away latest beneficiary from ship making in 1972. In horse racing was helped one of £700,000, and golf 000. Eight more sports over £100,000. The

ous into each sport in living information about is authorities and making as about whether there h sponsoring and the at, and drawing attention -looked activities like -the pulling of funny -which it feels might find or in a manufacturer of preparations.

et of the book may seem s, but as it points out, s sponsorship is under-ed and until now so has cet, but no longer.

## Special Announcement

# OWING TO AN OVERSIGHT COMMERCIAL RADIO WILL NOT BE STARTING THIS OCTOBER.

hear some people talk and to judge ne of the PR and trade advertising, e would think Britain was about to get commercial radio service. point of fact the very first radio stations 30's were privately owned commercial rises. But perhaps more to the point, Luxembourg has provided Britain with ple commercial radio service since most of the people reading this were

a first transmissions were picked up on sets. Then on conventional valve Since when all kinds of technical ces have been made. Transistor radios arrived in strength.

a Luxembourg signal has got stronger, to a new 1200kW transmitter. To ensure mmercial gets a good reception. day, according to NRS, the Luxembourg ay is about 12.5 miles strong, all over

our own research we've concentrated UK youth market, 10-34. Because all grammas are aimed at them. Listeners 0 or over 34, we prefer to treat as bonus.

And the ones who really count, we know about. Take the 15-24 group for example, they have more disposable income than any preceding generation, and they're heavy users of all kinds of high volume products which sustain their lifestyle.

Look

Coverage of 15-24 year olds	Single Girls 15-24 Income and Expenditure
65%	£925m
30%	£128m
	£40m
	£35m
	£28m
	£17m
	£11.5m
	£10.5m
	£7m
	£6m

Today Radio Luxembourg is Britain's only national commercial radio station, Britain's most experienced commercial station. Tomorrow it still will be.

Britain's one and only national commercial radio station.



Radio Luxembourg. Much more music.

## Razors out over "knocking ads"

BY MARA PURL

THERE WAS a time when adver-tising in the U.S. was discreet. The American television net-works would never go so far as to allow a company to mention the name of one of its competi-tors in an advertisement.

All this has now changed, and the most recent result of the change is a suit filed by New York based Sperry Rand Corporation against Schick Inc. of Los Angeles. In June 1972 Schick began selling its electric shaver called the Flexomatic. The ad ran "This new Schick Flexomatic beats... Norelco. Remington. and Sunbeam for closeness." The claim was based upon "evaluative" tests, chiefly one in which competing shavers shaved over areas already covered by their opponents in an effort to eke out still more un-cut beard.

Sperry Rand, whose shaver, the Remington Mark III, has lost a good deal of business thanks to the new advertising cam-paign, says, "who shaves twice anyway?" and has its own tests to back up its suit.

The new trend in advertising stems from a recent precedent established by the Federal Trade Commission (FTC), the organiza-tion which governs the ethics of business in the U.S. The FTC has for some time been involved in a campaign to see that advertisers are honest in the claims that they make, and in March 1972, suggested to the television networks that they permit comparative advertising.

So there has been a sig-nificant shift in the focus of advertising, away from that which was euphemistic, with vague assertions of supremacy, to one in which all the qualities of a product are established by laboratory tests, and where the results of these tests can be used to compare one product with another.

Schick's brave commercial has been matched by others. Mazda, the Japanese car, ends its tele-vision commercial with "and for the price of this Mercedes, you can have this Mazda, and this is a fact." Another Japanese car, the Subaru, has a print ad which jumps off the page with "In August the Subaru outlasted Saab, Peugeot, and Renault." and ends with "and you were going to buy a Toyota, a Datsun, a Vega? a Beetle?"

When comparative advertising first came out it seemed rather shocking, and to create uneasiness for disapprehension. It now appears not only to put more "honest information" into the hands of the public but is also a potent means of arousing the curiosity, in making choices that must in many cases be largely subjective the consumer is now being helped, or hindered, by a mass of laboratory-certified information.

Clever Schick then decided to make a new ad out of its original ad by inviting consumers to read the 12-page report. One can now feel safe in assuming that the Sperry Rand (Remington) suit will produce still more adver-tising copy for the electric shaver business.

ONE OF the great truisms of marketing is that sales promotion is a jungle, a jungle of panes, definitions, boundaries and boundaries. It is that many companies spend half their marketing budget on various below-the-line promotional activities. But what promotions are the most effective? Until recently companies relied on their own experiences. They did not try and approach the question from the consumers point of view.

Last week questioners took to the streets for the third time this year to ask consumers what they think about promotions. The results will be packaged into the Harris International Sales Promotion Index, a joint enterprise between sales promotion consultant Jeff Harris and research company Louis Harris International (which fortunately meant there were few arguments about the name).

The first survey concentrated on public attitudes to reduce price offers and money off coupons, and the second on give away and mail in premiums and self liquidators. The results are encouraging enough to have enticed companies like Unilever, P and G, Beechams, General Foods, RHM, etc., to pay £250 for six issues.

The preliminary findings confirm that reduced price offers were the most popular form of promotion and over 60 per cent of the sample had enjoyed them in the preceding month. Next came trading stamps, collected by just over half. Flash packs are the most effective means of promoting reduced price offers. Only 15 per cent of the sample claimed ever to have used print media coupons.

There was also a quick question- of the value of self-liquidating premium offers. Only 6 per cent of the sample had taken part in one during a time when over 20 per cent of promotions had fallen into this category. This confirms that self-liquidators are mainly used by manufacturers to obtain shelf space. There was also little enthusiasm for competitions—only a 4 per cent participation from those questioned. However, almost a fifth actually

## FULL COLOUR FOR TEST MARKETING?

Use our newspapers in the recognised Test Towns

—Bradford, York, Oxford, Basingstoke, Swindon, Birtley and South Shields.

Call Peter Clifford on 01-253 1030 Westminister Press Newspaper House London EC4P 4ER

## SALESMEN

# Showing the flag in S.E.8.

BY ANTONY THORNCROFT, MARKETING EDITOR

AFTER the fourth call without clinching a deal I began to marvel at the salesman's imperturbability. At the first and second the manager who visited the chemist shop on holiday; at the third the chemist was busy dispensing but could be contacted after lunch; and at the fourth it was the same story—another shop actually dealt with salesmen. But at the fifth shop the chemist bought the product, although as without much enthusiasm, and the next actually turned out to be one of those vital central buying points and the chemist there took enough for his three shops. From then on it was plain sailing, and at the day's end he had seen 17 chemists, made 16 pitches and collected 15 orders.

It is quite an experience going out with a salesman. For one thing there are not that many left in the retail trade. Their job is being done increasingly by direct order to head offices, by the local cash and carry, or, as in the chemists business, by their salesmen with lady merchandisers whose main task is to see that the display of the goods looks attractive and that the retailer is happy.

But if companies are economis-ing on the size of their own sales force they often need the help of a contract sales team to plug gaps during seasonal sales pushes or to introduce new products or special offers. My guide around the independent chemists of London's Greenwich and Deptford actually worked for Sales Force Limited, which loans out to clients teams of over 100 salesmen as well as sales girls, but for four weeks he was representing Lilla White, and informing chemists of the unbeatable offer to their customers of two packs of Panty Pads for the price of one. For the chemist there was the perhaps less lavish bonus of a 4p reduction in price on a case of 12.

For Lilla White, a part of Smith and Nephew and brand leader with over half the £38.6m. sanitary protection (sanpro to the trade) market, there was no immediate profit on the deal. But it introduced Panty Pads last year, is hoping for sales of £1m. by 1974, and was aiming to build up consumer trials among the independent chemists, who are not so innovative as Boots and Westons, and the grocery outlets that also stock Panty Pads.

So the special offer was to build up a repeat purchase pattern and to make the chemists familiar with a hopefully fast selling brand. After one week the exercise seemed to be work-ing. My salesman in the first four days had looked up 71 chemists, had managed to talk to 67, and had sold a pack of 12 (the maximum for each chemist) to 59 of them, a success rate of 80 per cent.

That's what made the initial

lack of success on Monday morn-ing so surprising, but Patrick Welsh was never downhearted, and seemed quite prepared to call back on to look up the other branches. In his view the first four calls were all delayed orders as three of them turned out to be.

There are obvious ground rules to every selling campaign. Independent chemists are usually dispensers also, and are busy up to mid-morning making up

service multiples. The independents have, in the past, been ignored, but compa-nies are increasingly alive to their importance. The 35 sales-men in this exercise plan to call on 10,000 of them in their four weeks and selling goods off the car, without the expense of invoices and van deliveries, is a cheap way of selling. In some promotions Lilla White has actually arranged to collect the product from the wholesalers



and distribute it to the shops, which is one way of keeping friedly with the middle-men, since they keep their margin and are saved the transportation cost. Using a contract sales team is not cheap (about £100 a man a week) but it can be effective. It frees your own sales force for other duties and creates contact with outlets that are not normally worth visiting. The salesmen attempt to do some merchandising and also provide a wealth of market research information—they have a good look round to see what the competition is up to.

Selling can be a boring and frustrating occupation, especially if you are peddling the same product week in and week out. For a contract sales team there is a variety, and the chance of fre-quent, if small, bonuses, for exceeding targets. As promo-tional activity increases while the cost of a sales force (now esti-mated at £5,650 a year to keep one man on the road) continues to rise, yet more companies will experiment with temporary reinforcements. They may not all have Patrick Welsh's tenacity but are likely to be profes-sionals going imperturbably into battle in any conditions.

# CHRYSLER FIAT BRITISH LEYLAND FORD VAUXHALL all do it

IF YOU ADVERTISE CARS, HOW COME YOU'RE NOT DOING IT?

These five major car manufacturers have discovered that Daily Mirror newspaper is a lot more money than simple demography and statistics credits them with. Not surprisingly, one of the Mirror's high incidence of multiple home ownership, which makes the Daily Mirror the best newspaper for advertising a car, is the Daily Mirror. So these car manufacturers use the Mirror as the most important publication in the automotive market. Use to find out more about the Mirror's unique advertising potential, contact Derek Rogers on 01-822 0170. He's at your service—and for trailers he'll send you the unique "Motoring Record of the IPCN: Household Readership, Income and Consumption Study." It also covers the petrol, oil, tyre, anti-freeze, battery, car hire, and motor insurance markets. Pick up the phone now.

Coverage of owners of:	Daily Mirror & Daily Record	Daily Express & Scottish Daily Express
New cars registered 70/71	28%	23%
New cars 1400cc and over	29%	26%
New cars costing £1,000 and over	24%	26%

Source: IPCN Household Readership, Income & Consumption Study. Fieldwork July-October 1971.

**Daily Mirror** + **Daily Record**

Brian Downing, Advertisement Sales Director, Daily Mirror, 33 Holborn, London EC1P 1DG. Phone: 01-622 0720.



# THE FINANCIAL TIMES

Incorporating THE FINANCIAL NEWS

Head Office Editorial & Advertisement Offices:  
BRACKEN HOUSE, CANNON STREET, LONDON, EC4A 3DF.  
Telephone Day & Night: 01-248 8000. Telegrams: Finantime, London.  
Telex: 886341/2, 883397

FOR SHARE INDEX AND BUSINESS NEWS SUMMARY RING: 01-248 8024

**Birmingham:** George News, George Road, 01-248 8024  
**Dublin:** A. Fitzwilliam, 01-248 8024  
**Edinburgh:** J. McManis, 01-248 8024  
**London:** Bracken House, Cannon Street, EC4A 3DF, 01-248 8000  
**Manchester:** C. Owen, 01-248 8024  
**New York:** 90 Wall Street, NY 10005, 01-248 8024  
**Paris:** 34 Rue de la Harpe, 01-248 8024  
**San Francisco:** 1110 Market Street, 01-248 8024  
**Stockholm:** 1110 Market Street, 01-248 8024  
**Switzerland:** 1110 Market Street, 01-248 8024  
**Toronto:** 235 Queen Street West, 01-248 8024  
**Washington:** 235 Queen Street West, 01-248 8024  
**Wellington:** 235 Queen Street West, 01-248 8024  
**Zurich:** 1110 Market Street, 01-248 8024

THURSDAY SEPTEMBER 27 1973

## A reform long overdue

THE WHITE PAPER on reform of the law relating to consumer credit is not a consultative document but a detailed blueprint for legislation which will be generally welcomed. Although it does not go the full way with Crowther, notably in respect of chattel mortgages and the concept of hire-purchase, it involves the replacement of a mass of obsolete legislation by a new statute which will at the same time encourage freer competition and provide the consumer with greater protection against abuse.

In two respects—an extended cooling-off period in which to consider transactions involving a mortgage on the borrower's house and greater freedom for hirers to terminate their agreements prematurely—the recommendations go beyond Crowther. The main basis of the new legislation, however, will be the appointment of a Consumer Credit Commissioner with wide powers to supervise the field, a requirement that the terms of every credit transaction should be fully disclosed, and the application of a licensing system to all those who deal in the provision of consumer credit.

### Caveat emptor

Among the many specific means of consumer protection proposed, one in particular will be welcomed—that credit ratings agencies should be required to disclose information held about individuals and to amend it where it can be shown to be wrong. But the extent to which the Government intends to go in adjusting the balance of advantage in the borrower's favour is even better illustrated by two other examples. First, the total charge quoted for credit will have to include all charges (survey fees, for example, or life insurance) which are imposed as a condition of the loan without providing the borrower with freedom to choose his supplier. Second, for the Treasury rather than for where there is a direct business relationship between a trader and

and a provider of credit, the borrower will have a right of recourse against the latter as well as the former for defects or other breaches of contract. This is not to say, of course, that those who use consumer credit will no longer have to look about them. The borrower of sums under £30 is only partly affected. Firms which are geared to credit rather than cash business will be free to quote a high alternative cash price. Those who provide credit, and ancillary services together, similarly, will find ways to carry on their business as before. The consumer must remain wary: the object of the new legislation is to give him and her a better chance of shopping around.

### Judicial role

In that sense, it will be closely connected with the Government's existing legislation for consumer protection and the question may well be asked why the Director General of Fair Trading and the Consumer Credit Commissioner should be separate. The answer given in the White Paper, that the latter will have to acquire a specialised knowledge and will exercise a quasi-judicial function, is, in fact, a sweeping power to refuse licences to persons he regards as unfit is only partly convincing and may become less so with the passage of time.

Meanwhile the Government has predictably omitted from its White Paper any mention of the more controversial proposals of the Crowther Report. The first was the abandonment of consumer credit controls as an economic regulator. Although these are not in force at present, the power to reimpose them is to be retained. The second was that takers of consumer credit in any form should be treated on the same footing, as far as possible, for tax relief. Equitable as this proposal may be, the practical difficulties involved are great. No doubt the Chancellor has ruled that this is a matter for the Treasury rather than for the Department of Trade and

## ECONOMIC VIEWPOINT

BY SAMUEL BRITTON

# The folly and futility of price control



"There is no need to harp on Diocletian. We had just as ineffective English legislation after the Black Death and during the Elizabethan inflation, not to speak of earlier experiments in Egypt and China; and there is the failure of U.S. price control before our very eyes. Unfortunately, the attempt to control prices can do serious harm."

IF THE British economic establishment has one main fault, greater than all the others, it is that of tactical silence in the face of folly. The failure of economists and other knowledgeable people to speak out against the introduction of continuing, non-emergency price control is the latest example of the "trahison des clercs" of which I am speaking, equalled in magnitude only by the similar silence on devaluation (before it happened) in the 1960s.

There is room for disagreement about the nature of the current inflation and payments deficit, how much harm they really do, and the least painful methods of tackling them. But for all the diversity of emphasis there has been no serious attempt to attribute our inflationary dilemmas to a push from domestically generated profits. The conventional figures show a long-term decline both in the share of profits in the national income and in the rate of return on capital—so much so that some neo-Marxists have gleefully predicted a crisis of capitalism on their basis.

Of course profits have been rising against the trend in the past year or so, although probably not nearly as sharply as they seem before taking "inflation accounting" into consideration. One of the oldest of all Maudslayi-Brown period generalisations is that profits are more volatile than other forms of income, rising more in booms and falling more in slumps. If the rise on the upturn is to be prohibited or restricted, then the profit share is bound to go down in ratchet fashion, falling in times of bad trade and not allowed to recover in times of good.

### Negligible contribution

It is not, however, my present purpose to argue about profit shares or rates of return, except negatively. That is to say that the behaviour of profit margins in the sectors covered by the Price Commission has had virtually nothing to do with British inflation. To shave a bit of profit margins here and there is a negligible anti-inflationary contribution. It is a fraction of 1 per cent. off the price index even judged by the disputable claims of the Commission itself; and even this has been achieved at a very great cost in other directions.

The above analysis would not have been disputed before the Commission was established. The basic reasoning behind it was purely political: that if wages had to be controlled, prices had to be so as well, whether it did any good or not. Price control was a form of historical experiments to falsify Danegeld for the TUC, even

though Danegeld never bought way to stop inflation is to order people not to raise prices. There is no need to harp on Diocletian. We had just as ineffective English legislation after the Black Death and during the Elizabethan inflation, not to speak of earlier experiments in Egypt and China; and there is the failure of U.S. price control before our very eyes. Unfortunately, the attempt to control prices can do serious harm."

Even on its own terms, the argument overlooked an alternative form of quid pro quo. When a policy of "growth plus incomes policy" was put into operation in the early 1970s, it was in fashion in the Conservative and Labour Governments of that period was that if wage restraint caused profits over the cycle to rise in relation to other forms of income, this would be tackled by higher taxes on corporate profits. Such a recipe would have enabled the more efficient firms to secure a large increase in profits as they could obtain, and thus allowed the profit motive to continue as a guide and a yardstick, while putting a limit on the total of profits to be divided.

It is a measure of the regression in economic understanding in high places that instead of thinking along these lines, we have fallen back on the naïve approach of trying to control prices and profits, enterprise by enterprise and product by product. Ironically, the venture is being attempted when enterprises in Communist countries are being given more freedom to fix their own prices because of the absurdities and distortions that have arisen from attempting to fix everything at the centre.

If it were merely a matter of the probable failure of price control, one could afford to relax and wait for failure. For there have been enough historical experiments to falsify Danegeld for the TUC, even

because it is investment, but ducers of branded products will absorb in the short run a moderate degree of price control, the dangers are less obvious but all the more insidious. The number of possible longer-term reactions is immense. In the present situation, some firms might be encouraged to divert goods from the home market to more profitable export markets. This might seem excellent, except that they will have to be replaced by imported substitutes, and import prices are not controlled—nor could they be without stimulating imports. Thus prices go up in any case, and there is an irrational increase in the wrong kind of international trade. An alternative option is the quiet and comfortable life. As profits cannot be shown overtly, they must be taken out in the form of fatter advertising and expenses, a more relaxed and less cost-conscious atmosphere and a general increase in managerial leisure and ease at the work-place.

But probably the most frequent response of all is likely to be legal avoidance. Such a vast number of new and changing products appear every year that not even a Price Commission ten times as large as the present would be able to spot disguised price increases shown in new product ranges, which themselves would become much more frequent. Here, time is of the essence. With temporary and non-draconian controls, many firms may prefer to grin and bear it; but if the failure of the experiment shows more important even than the economic policy, the most damaging form of avoidance is that of quality deterioration—an avenue mainly

### Rationing by coupon

In such markets price control can only function if there is rationing either of the formal kind, or informally through queues or allocation to favoured customers. There are some people on the so-called Left who would glory in the prospect of rationing by coupon in preference to rationing by prices. Yet what this amounts to, if extended far enough, is the abolition of money—which allows different people to spend their incomes in different ways—in favour of forcing everyone to have the same limited amount of everything, and all in the name of the brotherhood of man. The way to help the poor to cope with rising prices of what they buy, is to give them more cash—which will cost us something as taxpayers—and not through counterfeit remedies which appear to cost nothing and which really make things worse.

In the general run of manufacturing industry, where pro-

ducers of branded products will absorb in the short run a moderate degree of price control, the dangers are less obvious but all the more insidious. The number of possible longer-term reactions is immense. In the present situation, some firms might be encouraged to divert goods from the home market to more profitable export markets. This might seem excellent, except that they will have to be replaced by imported substitutes, and import prices are not controlled—nor could they be without stimulating imports. Thus prices go up in any case, and there is an irrational increase in the wrong kind of international trade. An alternative option is the quiet and comfortable life. As profits cannot be shown overtly, they must be taken out in the form of fatter advertising and expenses, a more relaxed and less cost-conscious atmosphere and a general increase in managerial leisure and ease at the work-place.

### Rationing by coupon

In such markets price control can only function if there is rationing either of the formal kind, or informally through queues or allocation to favoured customers. There are some people on the so-called Left who would glory in the prospect of rationing by coupon in preference to rationing by prices. Yet what this amounts to, if extended far enough, is the abolition of money—which allows different people to spend their incomes in different ways—in favour of forcing everyone to have the same limited amount of everything, and all in the name of the brotherhood of man. The way to help the poor to cope with rising prices of what they buy, is to give them more cash—which will cost us something as taxpayers—and not through counterfeit remedies which appear to cost nothing and which really make things worse.

In the general run of manufacturing industry, where pro-

open to monopoly providers, the State sector, such as buses, trains, Post Office telephone service—although will also apply to those parts of the private sector which, whether for fear of the law, any other reason, are reluctant to charge the market rates. The result as we all know is bus that do not arrive, letters which come several days late, cancelled trains, and building contractors who do not fulfil contracts.

Most of these effects will be shown in the official price index. Cancelled Central 14 trains or supermarket packages with slightly changed specifications will appear as the same products at unchanged prices. But if the price index begins to suspect or cooked, so will other indicators that depend on such as industrial production, real GNP and thus the "God's growth" itself. If we are not careful, we will land in a situation where the honesty of the economic indicators (as distinct from the inevitable technical limitations) will be suspect.

There are some people, a million miles removed from the Price Commission, who may recognise some validity in at least a few of the above structures, but would claim that the remedy lies in giving the Commission more discretionary powers so that it can avoid obvious pieces of nonsense while applying some salutary discipline to companies working in areas where competitive pressures are not for a moment sufficiently effective.

### Superhuman powers

This apparently common view overlooks the constitutional impropriety in giving such vast powers to any one not answerable to Parliament. It is one thing to give the Commission powers to apply rules however bad or inefficient, quite another thing to give powers to determine the fate of every business to which it chooses to devote its attention. However able its staff, it can have the superhuman power that would be necessary to direct the whole corporate life of this country; and what is more, under political pressure to be seen to "do something," it is likely to make blunders.

If we must have price control it should be under known rules laid down by Parliament; if such rules do not work, the failure of the experiment should be accepted. The rule of law is more important even than the economic policy, the most damaging form of avoidance is that of quality deterioration—an avenue mainly

## Prices and incomes in the U.S.

ANOTHER INDICATION of overheating is apparent in improvement in the U.S. balance of payments was provided yesterday by the trade figures for August, which showed a deficit of a mere \$17m. While this compares with a surplus of \$100m in July, the month-to-month fluctuations do not affect the picture of a clearly improving trend since March. The balance of payments figures for the second quarter of the year, announced last week, showed the smallest deficit for almost three years, and the current quarter is likely to show a further decline. Despite the pressure of home demand it appears that American exporters have been able to exploit the opportunities created by dollar devaluation and by the strength of world markets.

### Parity changes

The U.S. is still a long way from the sustained trade surplus which Mr. Shultz, Treasury Secretary, insists is a precondition for a reform of the world monetary order. The continuing trade surplus in Germany, moreover, provides a warning that parity changes, at least in an upward direction, may take a long time to work through the system. Nevertheless the latest U.S. trade figures do suggest that on this front, at any rate, the Nixon Administration's economic programme is producing results. Considerable doubts remain, however, over other aspects of the programme, notably the need to keep the rate of growth within manageable limits and the control of inflation.

Despite the view of a number of U.S. economists that a slowdown is approaching, the economy is still showing plenty of buoyant signs. Retail sales are strong, demand for cars is still booming, capital spending by manufacturing industry is at a high level and probably serious inflationary pressures are accelerating. The evidence of will persist.

### Labour costs

The same must also apply to prices and incomes policy. President Nixon's Phase Four began on August 12 and it is too early to assess the effectiveness of the new control arrangements. But the U.S. continues to suffer from high world food prices, aggravated by the impact of devaluation on import costs. The rise in labour costs so far this year has been moderate, but some observers expect an acceleration next year as unions attempt to make up for inflation that has taken place during 1973. What is certain is that if there is no marked slowdown in the economy, a high level and probably serious inflationary pressures are accelerating. The evidence of will persist.

## MEN AND MATTERS

### FNFC's revolving door

Exit from the First National Finance Corporation Boardroom one young friend of short standing: David Abell, treasurer of British Leyland at the age of 29, who left industry to make his City fortune and joined FNFC less than a year ago. At the same moment, enter an older friend of long standing: Alan Challis, 54, Director of Finance with the Crown Agents and already a non-executive director of FNFC. From November he will leave the Crown Agents to become full-time with FNFC and be a joint deputy-chairman with Pat Matthews.

The two events do not seem to be connected. Abell said yesterday that he left because of "basically different work styles and different personalities." He thought the interpretation that there had been an "almighty row" was fair comment, but had promised not to reveal the cause of a final disagreement, which came last week.

His particular responsibility has been Direct Spanish Telegraph investment trust, which has performed quite well in relation to the market, and Abell said he has learned plenty from his City stint. He has no plans about what to do next, but after a holiday he thinks a return to industry the most likely course. To Leyland?

### Shawcross' other motor cycles

Abell did not quite rule that out; by coincidence he has a long-arranged lunch to-day with Lord Stokes. Challis's move is much less sudden than Abell's departure. He has been with the Crown Agents for 30 years and felt that "if I did not make a move now I never would." The Crown Agents controls around £1,200m. as fund manager or banker and Challis has lately been best known for only a small part of his work in managing this huge fund, the money supplied as venture capital.

The most spectacular example of this side of things was the Crown Agents' holding in English and Continental Property, run by Jack Walker and Ramon Greene, with Challis as chairman. It made swift profits for its shareholders—the Crown Agents, Walker and Greene—by buying Bush House, Curzon House and other properties and selling them, in a portfolio valued near £100m., to the Post Office pension fund.

Walker also has links with FNFC (they were together in the recent deal to buy the Palace Hotel, Torquay) and Challis has known the company since he started to buy its shares for the Crown Agents about five years ago. It is now the biggest single shareholder. One asset he now brings to FNFC full-time is, he thinks, his international experience, but Challis's basic brief will be investment banking, very much following the venture capital path he introduced to the Crown Agents. This is a field for which, about the same time as Abell was hired, Pat Matthews recruited another young director, Christopher Bland, formerly boss of the U.K. end of consultants Booz Allen.

### Shawcross' other motor cycles

Lord Shawcross may have left the troubles of BSA behind him, but he still retains some connection with the controversies of the motor cycle world. In his role as a steward of the RAC, the governing body for motor sports in this country, he adjudicates on the disputes which arise in the various sports—including speedway racing, where the British team has just carried off the world championship for the third year in succession.

It was a Shawcross decision, back in 1965, when helped out speedway on its present growth track. At that time its recovery from the loss of audiences to TV was threatened by an internal squabble about the role of the provincial circuits felt the Board was dominated by the national league promoters who ran the big racetracks. Shawcross amalgamated the two leagues, set up a new Control Board, removing the promoters entirely and drafting in two senior RAC men.

Since then the number of tracks has gone up from about 10 in 1960 to 37, and the audience doubled to about 250,000 a week. Would that it had been as easy to solve some of the problems at BSA.

### Valentine for Christmas

Having resigned from his seventh generation family greeting card company three years

ago to set up on his own, Andrew Valentine seems determined to show that the family spirit is still burning strong. Yesterday he announced that the boss of Grand Design, a new company he is forming to tackle the Christmas charity card market, will be his sister Morag, who discreetly avoided working for the old family company, Valentines of Dundee, and went off to become secretary to the late Sir Richard Sharples. She has, she says, no experience at all of the card business, so it looks as though her brother has given her a tough brief.

On the other hand, the charity card business is growing (now reckoned to account for 18 per cent. of the Christmas trade), and Grand Design can already count on the £100,000 Shelter contract. Shelter, who used to deal with Webb Ivory, one of the big names in the charity card business, which lays on a production, printing and distribution service, moved to Andrew Valentine's concern two years ago. Morag Valentine says that one of her objects will be to improve design (she once worked as secretary to interior decorator David Hicks), and that she hopes to ensure that charities get a fair profit from their cards (they can make up to 25 per cent. return on sales, depending on the amount of volunteer labour). Shelter, in its businesslike way, says it always reckons there is room for an improvement on margins.

### Backlash

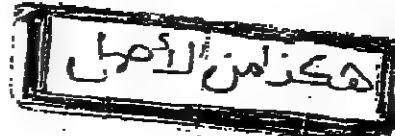
American car sticker: "Ecologists—Let the bastards freeze in the dark."

What's so different about the New Cumberland?

# You've room to move!

In the New Cumberland there's ample elbow-room for planned and profitable expansion. This is pioneer territory for the shrewd, far-sighted industrial planner. No overcrowding of people or plants—yet plenty of highly employable people waiting and wanting to work. Traffic is uncongested, transport moves freely. In every sense the wheels go round. And so does the money. Land values, rents and rates, are well below the national average. So add to these plus-points the keen co-operation of the local authorities at all levels, and maximum financial aid from the Government, and you'll begin to realise how different the New Cumberland is—and the difference it could make to your business. Write or ring Geoffrey Burrows, Industrial Development Officer, The County of Cumberland, The Courts, Carlisle. Tel: 23466.

The New Cumberland where the grass is greener





مكزن الأصل

# Videocassettes & Video Discs

FINANCIAL  
TIMES  
SURVEY

## How to tie your shoelace.

“In your right hand, take the end part of the shoe lace.  
In your left hand, the left end.  
Now, cross your hands so that right end part of the lace is where left end was.

And the left end part of the lace where the right end was.

Take the right hand side of the lace and push it underneath the left hand side.

Now, pull both ends of the lace so that they are firmly interlinked in the middle.

Once again take the right end of the lace and fold it in half, holding it tightly in the middle with the thumb and forefinger of your right hand so that you have a small loop at the top end of the lace.

With the thumb and forefinger of your left hand, take the left hand side of the lace holding it roughly  $\frac{3}{4}$  of its end and wrap it half way round the middle of the right hand lace, at your left thumb and forefinger holding the left hand lace round the right thumb and forefinger. You are holding the right hand lace loop.

Make sure you don't let go.

Next, with the third finger of your right hand, or, no that's not right with your second finger of your... up...wait. With the...oh dear, I'd better start again.”

What we've shown you is the most difficult method of demonstrating something.

The written word.  
What we're about to show you is the easiest method of demonstrating something.

The video cassette machine, in particular, the Sony U-Matic Video Cassette Colour TV System.

It's just like a television. The difference being that you can demonstrate anything, anywhere, anytime.

Not just things you could demonstrate yourself, like tying a shoelace. But things you couldn't demonstrate yourself. Like a thermo-nuclear reaction.

The Sony U-Matic works with virtually any standard TV set. You simply plug it into the aerial socket, and switch it on.

The programme comes from a cassette no bigger than a book. They last for 10, 15, 20, 30 or 60 minutes.

You can buy them blank (and record your own programmes), or pre-recorded.

In America, there are Sony video cassettes on almost any subject you can think of.

From bridge-building to car salesmanship.

From training astronauts, to promoting tourism.

There's even a cassette on the anatomy and physiology of the gall bladder.

The Sony U-Matic is the only cassette machine available in this country that will accept American pre-recorded cassettes.

Because it's the only cassette machine that can be instantly switched from the British colour system to play back the American colour system.

Not only that, it has a dual soundtrack, so that one programme can be played in either of two languages.

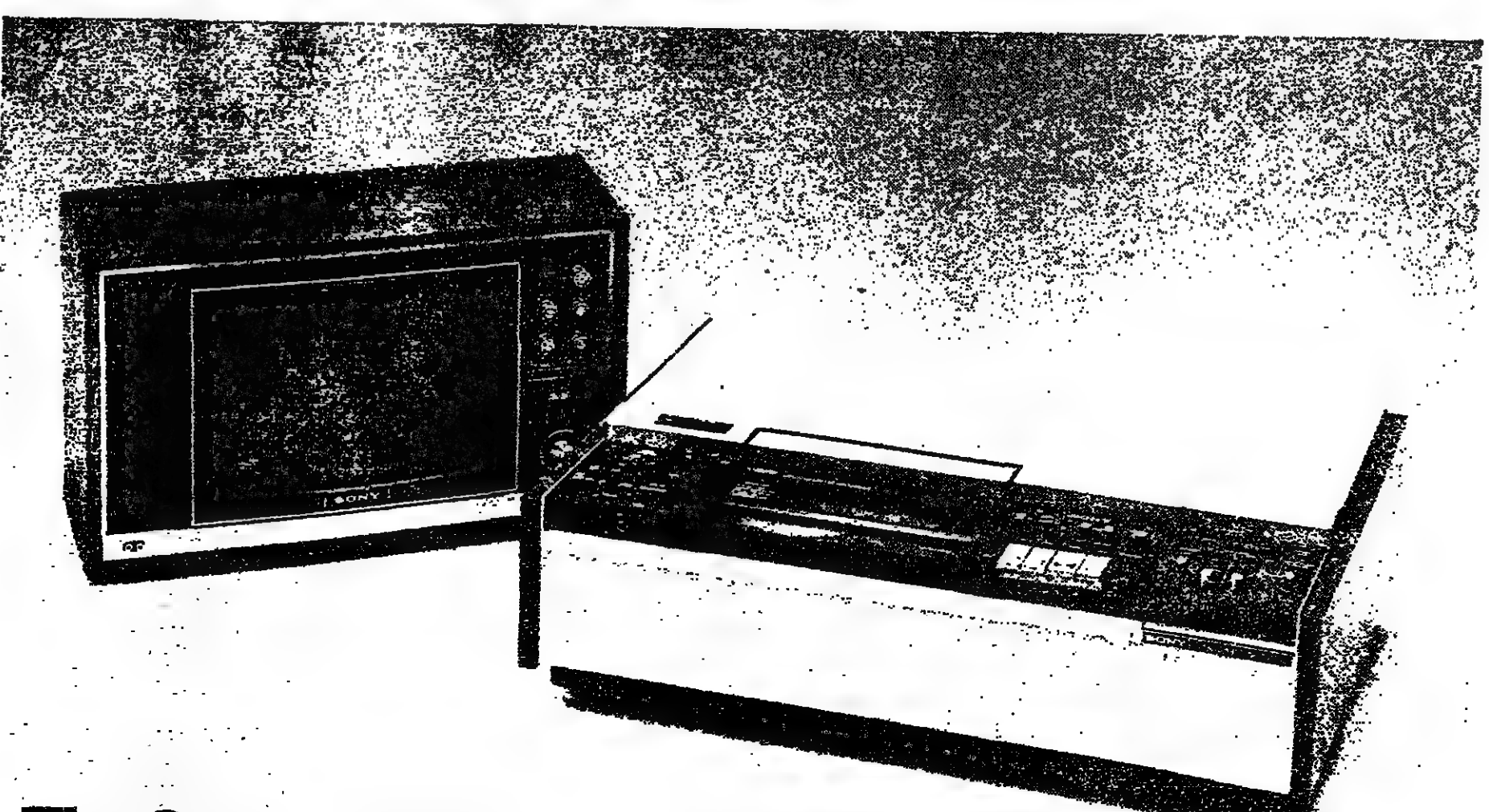
Ford, Coca-Cola and IBM are just three of the companies who have discovered how versatile the U-Matic is.

We hope you've been able to understand its capabilities.

It's not easy to explain in words.

**SONY**

Sony (UK) Limited, Commercial and Industrial Division, Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middlesex.



**The Sony U-Matic. Showing is better than telling.**



# Videocassettes & Video Discs

FINANCIAL  
TIMES  
SURVEY

## The facts and the fiction

By JOHN CHITTOCK, Industrial Film Correspondent

Only five years ago, in September 1968, the first public demonstration of a videocassette machine was held—at a Press conference in London. It had been written about earlier as an innovative "black box" that would fix on to television sets and allow programmes to be replayed by the user at will—just like gramophone records.

The system was EVR—electronic video recording, a technical breakthrough invented by Dr. Peter Goldmark, the man who also invented the long playing record. For once, too, it was a case of an American development entrusted to a British-based company for commercial exploitation.

The sheer concept of the idea captured the imagination of media people, quite apart from the ingenious technology of EVR as a system. One hour of television programme on a small seven inch reel weighing only six ounces—playable through a television set whenever required: the same size reel could also provide half-an-hour in colour for the few at that time who actually had colour receivers. No lacing-up to do: the programme just drops into the player.

The flash of excitement caused the ailing cinema industry to believe that this was either the beginning of the end, or a new outlet for torrents of fresh programming. Educationists saw the opportunities, as did industry, television, even the armed services. The EVR Partnership, then owned by CBS, CIBA-GEIGY and ICI (but CBS later dropped out), exploited the interest with vigour and a sizeable advertising campaign. In the U.K., Rank Bush Murphy established an EVR production line for the new "don't-worry-it's-years-

away" kind of trend. The broadcasters dismissed video-cassettes as of little consequence, the film industry sighed at yet another reprieve and found hotel movie systems a better bet to worry about, and as recently as November 1972, the U.K. Government received the report of its Television Advisory Committee on new technical developments in television—which dismissed videocassettes in just one of its 21 pages. Even Huw Weldon, Managing Director of BBC Television has recently added his own quip: "I am not drawn to any person or institution or movement whose words for 'Programmes' is 'Software'."

Despite the cynicism, 1973 may well prove to be the year when the videocassette revolution really started. An entirely new industry that experienced its first growing pains only five years ago is not doing badly when already its manufacturers include Sony, Philips, Hitachi, Matsushita, RCA, Telefunken, Japan Victor Company, Sanyo, Fuji, Bosch, Thorn, Grundig, Nordmende, Siemens—an incomplete list, and nearly all at the point where production lines are moving. This situation is new, and only of the last month or two.

Only three systems are coming out of factories in commercial quantities right now (in September)—the Philips VCR, Sony U-Matic and EVR—and that has only been the case for a few months. Yet by the end of this year, Philips expect that 75,000 VCR units will have been produced—which is getting serious—close to the total number of 16mm. projectors in the U.K. Seven other manufacturers have

now started VCR production lines (under licence), and whereas in most cases only a trickle of units is emerging, the flow should rapidly increase as market confidence is established. It is still impossible to buy a VCR machine because Philips claim a waiting list on their order book—over 3,000 units in U.K. alone.

### The background

This situation must be considered against a background where stimulation of the market by actual supply is still in the hands of only Philips and EVR. Sony's big European push, with their rival U-Matic system, is only just starting—although in the U.S. over 50,000 are already in use. Next January, the Telefunken video disc player becomes commercially available in Germany—and in U.K. perhaps by the end of 1974. Other manufacturers' versions of the Sony system (under licence) are also just beginning to appear, such as the JVC Nivico—which Bell and Howell are marketing in the U.K.

Initial orders have come from network operators. For example, numerous merchant ships around the world are already fitted with videocassette players. Walport, a U.K. company which specialises in supplying entertainment films for ships, has recently ordered £100,000 of VCR players; another company, Telmar, is supplying EVR services to ships. In Germany, the British public is currently buying around 800,000 tape recorders a year, which must be used for something—it is easy to draw up a long list of reasons why television should be different. Audio tape recorder manufacturers have never really promoted off-air recording as an application: equipment with a built-in timer for unattended recording is not readily available—whereas it is already standard on videocassette machines; radio has never been such a dominant medium as television is; the majority of radio output is indistinguishable background mush anyway, not worth recording; and so on.

These early markets mostly depend on the supply of pre-recorded material; but, as in the case of advertising agencies, the recording facility of some systems offers particular advantages. Thus school teachers can record educational TV programmes to use at any time later that suits their curriculum better—even using the clock timer on the VCR to do the job automatically.

The educational sector has never, however, been noted for its spending power in audiovisual aids, so everyone is concentrating first on industry and institutional users. In some cases, the traditional use of 16mm. film will be challenged—as is happening already on the tanker fleets. In other instances, applications are arising which would have never been considered for film—such as inter-company communication becoming available, and waiting

systems, where a videocassette lists exist for the videotape. On the other hand, the recording capability of videotape systems render them indispensable to industrial and educational users, as well as av viewers of broadcast television programmes. Obviously, both systems must co-exist, and (from competing may well find up in the one self-contained cabinet.

Of the remaining systems EVR, 8mm. film, digital programmes on sheet film—prospects look very grim. Or EVR have the substantial commitment which forces them to go on. Kodak, for example, is still less than vigorous in promoting the case for their 8mm. teleplayer—no doubt: if to see the shape of things come.

Yet things have already cor Large orders are being placed daily for both VCR and U-Matic derivatives. When the T video disc enters the shops next year, the remaining systems may well be out in the cold with only the Philips VLP offering any real long-term alternative advantage. Perhaps EVR will establish a special place itself in situations where distribution of programmes controlled (such as ships), the low print cost and bulk EVR may attract contract work rather than the mass market (in such closed situations, compatibility with other systems is not important).

The audio cassette and 8mm. market has, in fact, experienced all of these same difficulties. Now 33 1/3 rpm dominating alongside the compact cassette which Philips also pioneered, the videocassette cynics doubt the future of this industry take a walk down Tottenham Court Road and what has happened to it in 6, 12 months may need no more vision than to guess what happens in

### Systems confusion

Clearly there is not room for such a confusion of rival systems. The market demands that its customers can play their programmes on other machines—that libraries do not have to cater for ten or more different formats.

What is already clear is that there will be a place for the video disc alongside the videotape recording systems. The disc promises low-cost programme replay, with mass production cost of discs even competitive with audio records; the disc is also so thin and light in weight that it lends itself admirably to postal delivery.

## VIDCA '73

This Financial Times inset marks the VIDCA 1973 international exhibition and conference which opens in Cannes tomorrow. Over 1,000 delegates from 400 companies will be attending.

## The boom to follow colour television

By TIMOTHY JOHNSON

Will the video player ever become a consumer product like colour television and the family car—and if so, when? Now that videocassettes and their players are rapidly proving themselves technically, this is a vital next question for everybody in the television industry. History is full of examples of inventions which worked but didn't sell—hovercraft and three dimensional films are cases in point. It is going to be a bitter disappointment if the videocassette falls into that category.

Consider all the disadvantages which the videocassette will face in seeking acceptance by the ordinary British consumer in the second half of the 1970's. Already he has a good choice of television viewing on three channels; by then there will probably be a fourth competing for his attention. His leisure time may have increased somewhat, but almost certainly not as fast as the variety of ways in which he can spend it.

### The opposition

The press and publishing will be struggling to hold their share of his time; there will be new radio channels; a massive increase in the quantity and quality of audio equipment installed in the ordinary home, and increasing facilities for watching and participating in sports of all kinds. The parallel rise in labour costs and housing standards will force more do-it-yourself activity, while cheaper travel and longer holidays will be taking people away from home more than ever before. One wonders where Mr. 1980 will possibly be able to fit a little videocassette watching in to his exhausting leisure schedule.

Of course, it shouldn't be quite as bad as that. Hopefully, people will increasingly pick and choose the leisure activities which appeal to them most—a trend which is already becoming apparent in the U.S. This itself has considerable implications for the future of the videocassette. Watching videocassettes is not going to be an end in itself, like watching television or reading books; it will be much more a tool which people use in special ways in pursuing their particular hobbies.

The first consumer market will be for off-air recording. For the man who wants to record a television programme when it is broadcast and then watch

it at a more convenient time, "home movie" or leisure situations. It is not difficult to foresee additional sales of from 50,000 to 100,000 units a year in this sector of the market.

Significantly, neither of these two market areas leaves any room for sales of videocassette software. True, widespread use of off-air recording could create a much bigger audience for minority programmes which are now often tucked away at inconvenient times. This will create a greater demand for special-interest programmes, and it will be very important that TV4 should have the open structure to allow it to fulfil the demand, and give a much wider range of group access to television. But it does not allow for a great boom in replicating and distributing videocassette software as such.

### Price scale

Will there also be a consumer market for programmes released on pre-recorded videocassettes? Certainly not at present prices. With a half-hour Philips videocassette costing £11 before anything is recorded on it, it will be impossible to sell programmes for much less than £1 a minute of viewing time, an acceptable price in industry and education, but not for the individual consumer. The economics of hiring out programmes look very discouraging in the short term as well, remembering that they must compete with what the viewer can see for nothing at the flick of a switch.

On the other hand, the price of Philips videocassettes should drop substantially, perhaps to about £2 per half hour over the next decade if audio-cassette experience is anything to go by. And the video disc should be much cheaper still, at least in quantity production.

Preliminary work by Ovum as part of a new report on the videocassette industry and its for some years to come.

## I.V.S.

FOR ALL VIDEO EQUIPMENT AND SERVICES including:  
Sales and Management Training, Education, Sales Promotion, Scientific Control, Security  
**INDUSTRIAL VIDEO SYSTEMS**  
43 MALDEN WAY, NEW MALDEN  
SURREY. Tel: 01-942 8635

With this camera you can shoot your own colour videotape on any 625 line PAL video tape recorder or monitor. There's also an RF converter that lets you playback through an ordinary domestic colour TV set.

What it all means is this. You can make your own colour cassettes for just about half the cost of making them with any other comparable camera system.

The Akai colour camera set consists of two parts. First, there's the camera, the CVC-150. It's about the same size as a conventional 8mm movie camera. It's light, neat, easy to operate. It has a fast f2 zoom lens variable from 12.5mm wide angle up to 75mm telephoto. It has an automatic exposure

control for consistent colour densities (with manual override if you want to go for any special effects). And there's a built-in directional microphone for simultaneous audio/video recording. The viewfinder allows you to monitor the actual image recorded.

Second, there's the CCU-150 Camera Control Unit. It's this that makes operation with a colour videotape recorder or monitor so simple. And, with the RF converter, lets you playback through a domestic colour TV set.

This colour camera set is compact, reliable, versatile—and extremely good value.

If you'd like to know more about it, just send off the coupon right away.

**Now,  
the Akai colour video camera—  
for less than £1,500!**



To: Akai Video Products Ltd., P.O. Box 10, Wat Road, Brentford, Middlesex TW8 9JF. Tel: 01-899 1111. Write to: Akai Video Products Ltd., P.O. Box 10, Wat Road, Brentford, Middlesex TW8 9JF. Tel: 01-899 1111.

هكزمن لأصل



## IDEOCASSETTES III

## Publishing houses have ready-made networks

HERBERT WINTER, International Publishers' Audiovisual Association (Zurich)

active participation at the C. H. I. E. M. Teulings, president of IPAA, expressed himself publishing houses in equally clearly during his address at the opening address at VIDCA 1972 in Cannes: "We see the future of the video in the fact that these developments in audio-visual in general from a publisher's viewpoint. Publishers are in the information business. They have in the past transmitted their message by print and will do so tomorrow by means of new media such as cassettes, cable television and satellites."

In the hardware sector of videocassettes, after three years of confusing and frequently misleading discussions, some clarification is now emerging, as will be seen from other contributions to this survey. This has led to concrete action on a substantial scale by a number of publishing houses specialising in audio-visual aids—such as Monadori, Bertelsmann, Thomson, Editions Rencontre, Axel Springer (through Ullstein), Esselte, Bonnier, Librairie Hachette, VNU and Reader's Digest—an incomplete list.

## Market facilities

To-day we see the marketing of the first generation of video disc programmes in Germany, whereas in Japan, U.S. and elsewhere in Europe videocassette programmes (magnetic tapes) have already survived their baptism of fire and have proved to be effective teaching and information media for in-company training. Types of programmes—pre-produced and specially produced for the new medium—include as well as education and training, entertainment, sales promotion, children's programmes, etc. This situation gives rise to two tendencies which could become more marked in future. The battle for the market between existing pre-produced material and specially produced software has been seen most clearly in the U.S. Here, interest in the cassette resulted first of all in an attempt by the powerful suppliers of programmes (the film and television industries) to seek renewed possibilities for the commercial exploitation of existing material. In the early days, this strategy virtually blocked the development of the new medium because it completely misjudged the special nature of videocassettes.

Attempts are now being made to enter the field of combined programmes on the basis of "mixed software," derived from

both new productions and from pre-produced, existing programmes. One striking example of this is "Vidogrammes de France," a joint venture between ORTF, the French national television service, and Librairie Hachette, a major publishing house. Since the radio and television corporations already have some experience in the production of educational programmes they will have a chance here in the new market.

In Western Germany we have the example of the TR-Verlagsunion, Bavarian Broadcast Corporation (Bayrischer Rundfunk), South German Television (Süddeutscher Rundfunk) and the Swiss Broadcasting Corporation (SRG) have joined forces with 25 German and Swiss publishing houses. This combines the potential of the public corporations, and their massive financial backing in the sphere of educational programmes, with the know-how which the publishers can provide in the areas of book production and distribution.

## Public role

But the fact is, in many countries, that these broadcast corporations are the only organisations with any experience in the production of educational programmes. In view of the necessity for the intensification of further education in society and the reluctance of private industry to act, one can expect that the State-owned radio and television corporations will play an important role as suppliers of audio-visual software. This will undoubtedly have an effect on the business possibilities open to companies in private industry in this sector. Thus we have the legal representative of ZDF (Germany's second television station) expressing the opinion—in a recently published commentary on the contract between the ZDF and the government—that the fundamental concept of profitable commercial operation also gives public radio and television corporations the right to offer programmes on cassettes and discs.

In West Germany and France, educational programmes have been jointly produced by publishing houses working with television stations and professional organisations—for example, using Philips VCR cassettes, multi-media programmes

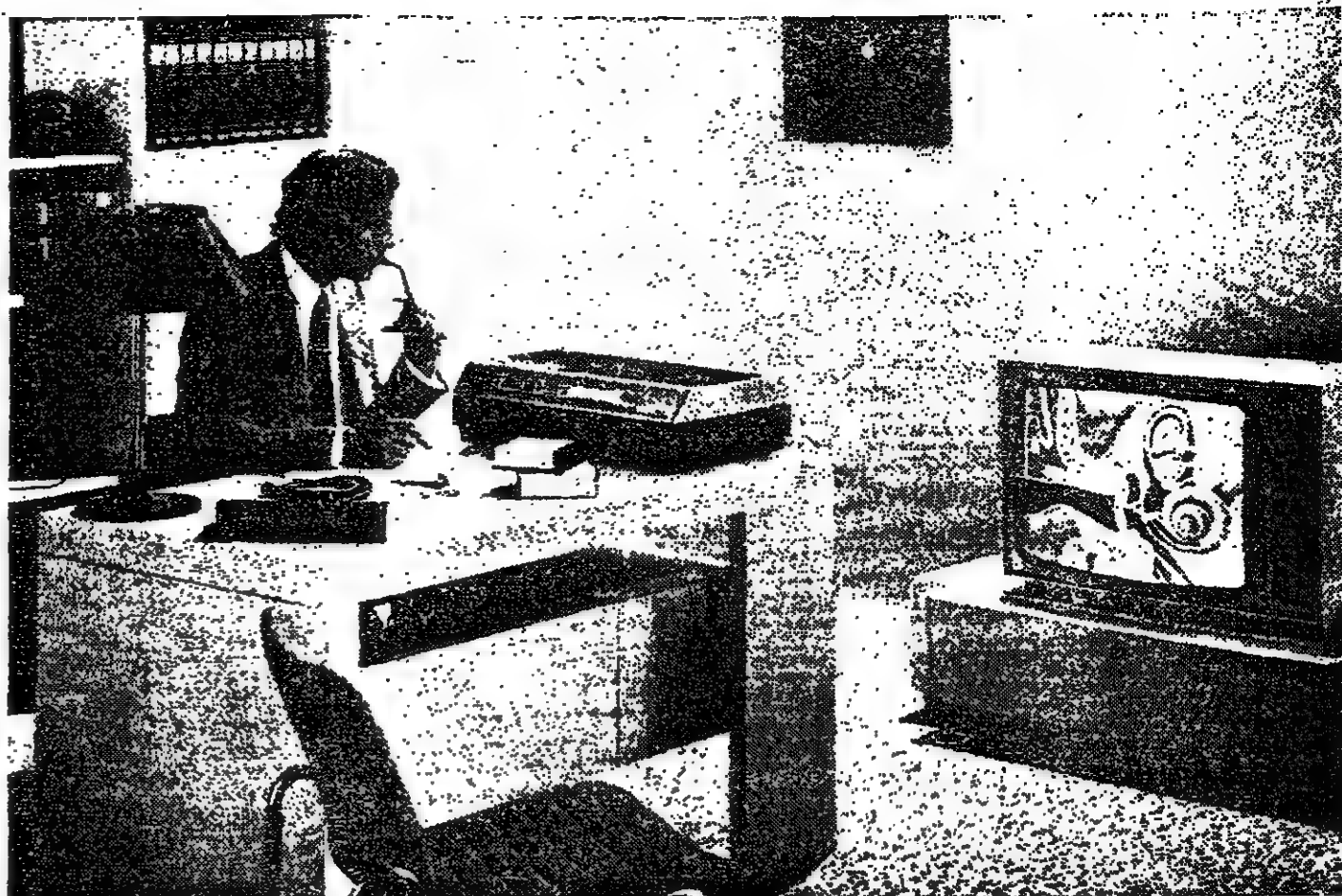
from Hessian Broadcasting Corporation, Bavarian Broadcasting Corporation, Polymedia, Telepool and TR-Verlagsunion. Initial steps have already been taken towards co-operation between the film industry and publishing houses, as in the case of Esselte Bonnier Audio Visual ERAV and Srenska Film Industry.

Again, in the Federal Republic of Germany, programmes produced for distribution on cassette or disc and now offered in the first TeD video disc catalogue, were first broadcast on television. It is clear from this situation that the videocassette or video disc—particularly in the hobby market and in relation to adult education—represents less an alternative than a promising complement to the technical facilities of both the publisher and the television corporations. This is reflected by the German publishers Bertelsmann, who pointed out, when launching their new Dictionary series, that this would be extended to include an audio-visual section.

Cassette programmes must offer a real alternative to other media and must be designed for repetitive viewing. Only in this way will it be possible to awake the interest of the consumer in this new product, particularly if we bear in mind the mass of information already offered to him—television (soon to be augmented by cable and satellite transmissions), radio, records, audio-cassettes, magazines and newspapers.

New concepts are also in demand not only in the area of education, but also in entertainment. However, the interest in certain classic films is undisputed—a nostalgic yearning for bygone days—and there is also definite interest in programme material of a historical nature. Audio-visual aids and cassettes will be able to assume a unique position in those areas where the target groups are so small or the subject matter is of such minor interest to the public in general that other media are unable to provide the necessary services. Videocassettes may thus come to dominate many markets.

But do not let us underestimate the earnest efforts of TV programme producers. Here, too, a new generation is on the way up—a generation whose objective it will be to give their programme a new



The Philips VCR videotape cassette machine, now available, provides a new market for publishers with pre-programmed material—as well as offering the user facilities for recording off-air.

look and to get out of the present rut. The handicap from which television suffers is a constantly growing pressure in terms of time and costs, and the obligation that it has to serve everyone. (Key example: It's a Knock Out...)

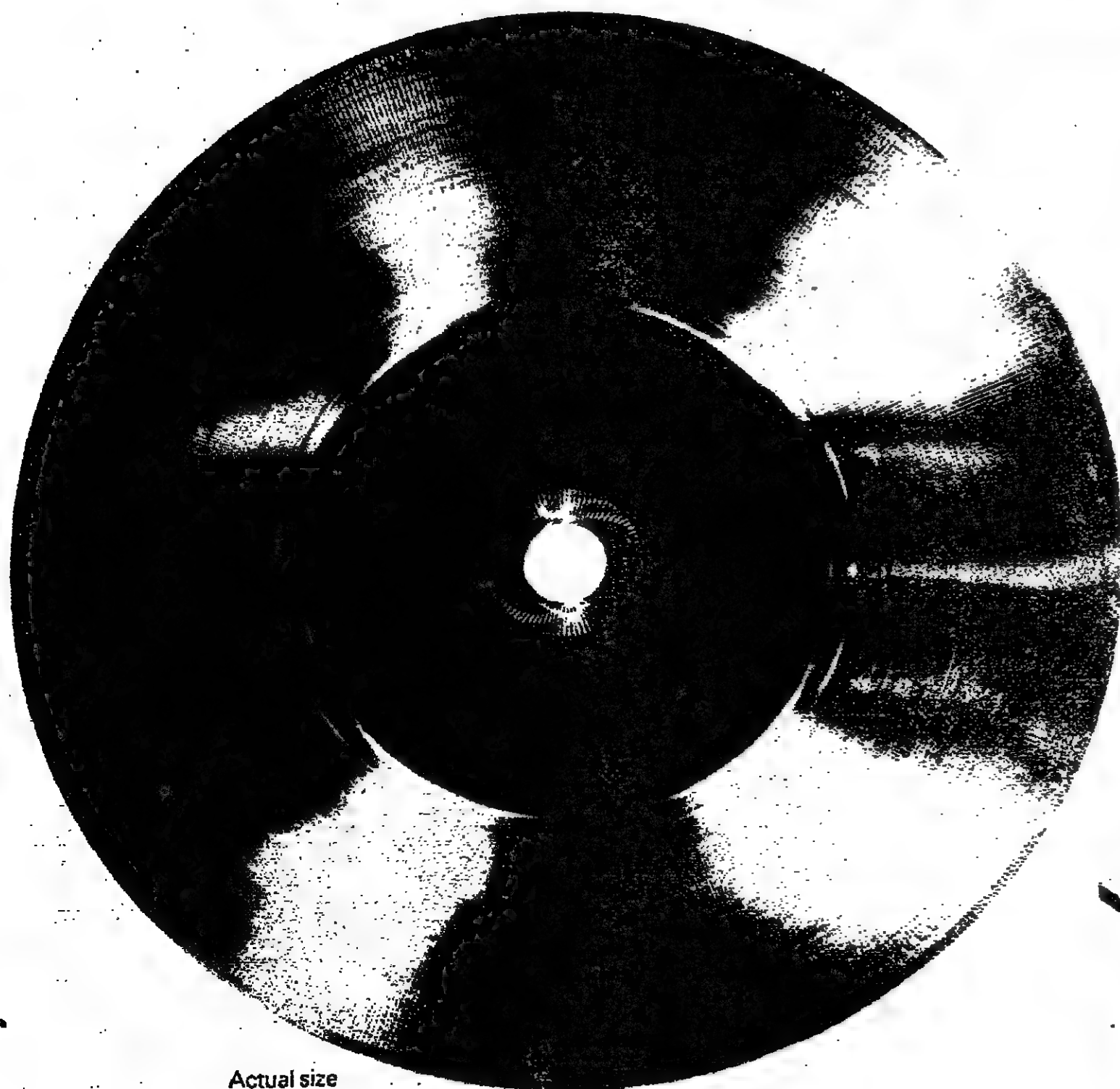
## Launching pads

Market access is not equally easy or equally difficult for all potential suppliers. It is becoming increasingly clear that programme know-how is not, alone, the deciding factor here—a company's distribution facilities play a much more important role. It is accordingly those companies which already have efficient distribution networks covering the audio-visual sector, or which can be easily adapted to do so, which are most likely to break into the a-v market.

The large European book and records clubs also have at their disposal an efficient "launching pad." These clubs offer further proof that the success of video publishing depends to a very large extent on a really efficient distribution organisation.

However, television, radio and video carriers will also allocate a new role to the printed word—less in the sense of a revolution than as a form of evolution—a process which has already begun for the publisher with the growing activity in the areas of film strips, audio cassettes and records. And so we find the media landscape in a state of metamorphosis—the transformation of traditional media, reallocation of functions, complementary functions and cross-fertilisation: changes which arise from technological development and alterations in consumer behaviour.

## Colour vision from a disc



Actual size

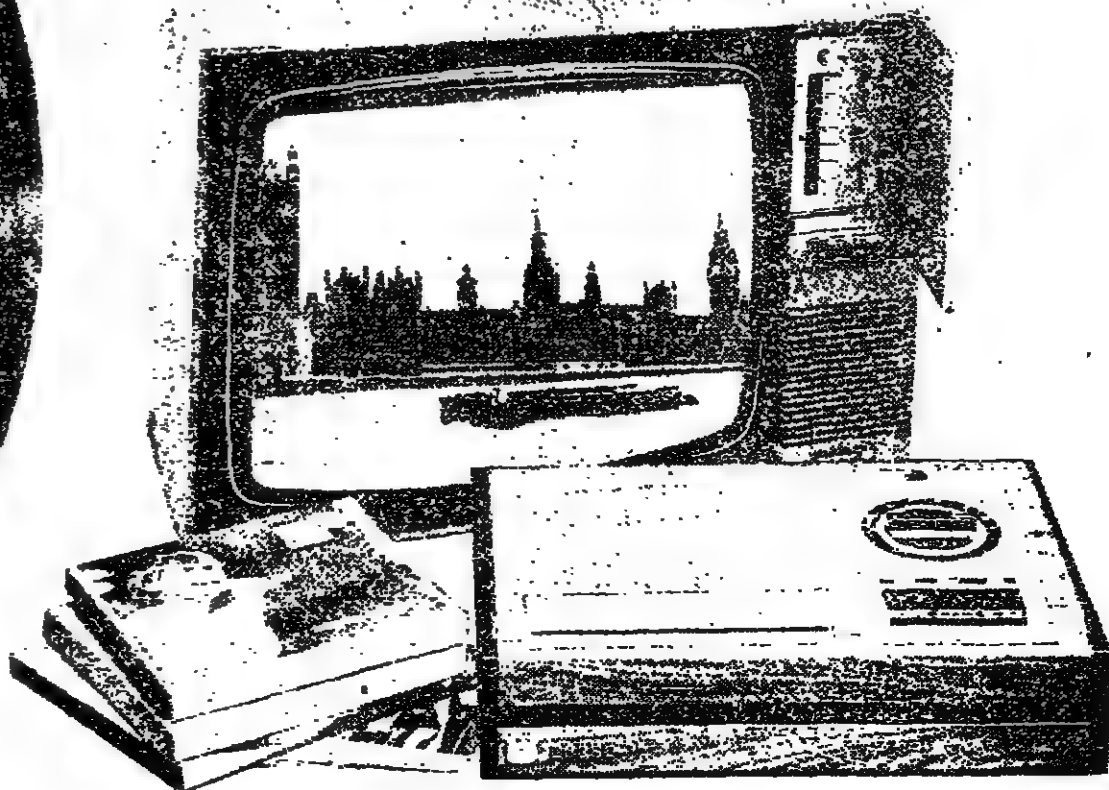
TeD Video Discs - The simplest, lowest-cost, most advanced means ever developed for bringing pre-recorded colour - or monochrome - moving pictures with sound into the home.

Operation of the TeD Video Disc player through your own TV set is as easy as "putting on a record". The advent of the TeD Video Disc

is a major breakthrough in recording technology; and the discs are compact, light-weight, flexible and durable.

TeD is the first video disc system anywhere in the world to be released to the consumer market.

Something to look forward to.



DECCA

The Decca Record Company Limited, Decca House, 9 Abchurch Lane, London EC4A 3DF

TeD Television Disc System - A joint development of Telefunken, Telecard, Decca

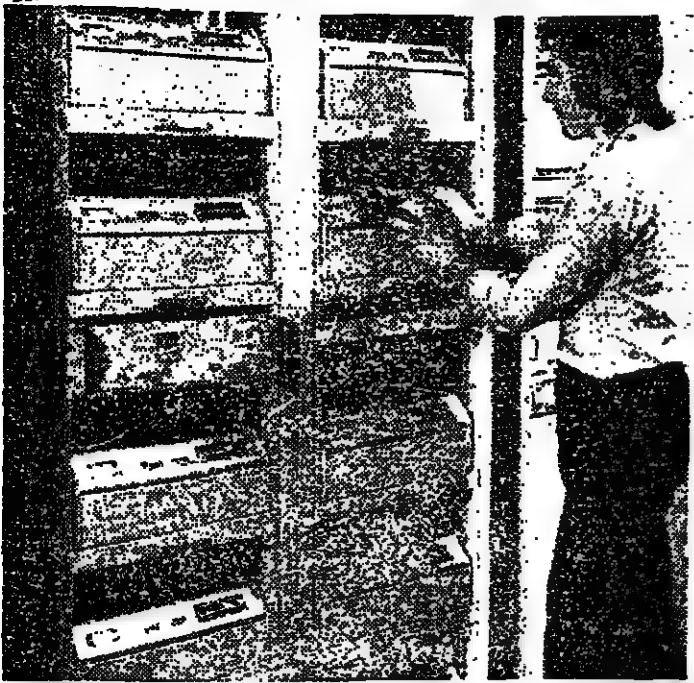


## Tomorrow's Technology-Today

Rank Video Laboratory, Britain's most modern videotape complex, offers a fully comprehensive cassette duplicating service—backed by the widest range of originating equipment unrivalled in Europe.

625 PAL and 525 NTSC systems are catered for. Managed by videotape experts who fully understand the needs of film people, you can be certain of getting what you want, when you want it—speedily and efficiently.

**RANK VIDEO LABORATORY**  
142 Wardour Street, London W1V 4BU Telephone: 01-734 2235/9



Video is now too important to be left to non-specialists. At Insight we only write about cassettes & video discs. Find out more. Call 01-352 6595.

## VIDEOCASSETTES IV

# Control of TV is weakened

By ROGER GRAEF

Like many arts graduates, I must confess to being something of a Luddite when it comes to new gadgetry. When we were preparing to shoot the many miles of footage for the BBC series of observational films, *The Space Between Words*, the suggestion was made that videotape was the natural medium to record long stretches of behaviour. But the colour equipment was heavy, noisy and unreliable, and certainly unable to match the quality, silence and flexibility of the 16mm Eclair film camera and Nagra sound recorder which are still standard tools for documentary filmmakers.

So, when I subsequently had my first encounter with videocassettes, I was very cautious. The film in Granada's *The State of the Nation* was put on to videotape because it was the best way of adding many subtitles, which would otherwise have involved duplicating the negative with a major loss of quality to the finished film. Then, to minimise the elaborate arrangements needed to show two-inch videotape, the whole five hours was put on to video cassettes. At once, our hopelessly untechnical researcher was able to use the cassettes like books—flipping forwards and backwards in each section to find chosen moments with ease and swiftness and good quality of picture. Viewings could be arranged at a moment's notice; the five hours were rendered accessible—and I was sold on cassettes as being the most remarkable development in television since the cheap receiver.

### Picking programmes

The flexibility I describe is its most revolutionary aspect, for it allows the owner of the cassette machine to run his own schedule of programmes. The obvious advantages of recording one's favourite programmes and playing them back later is part of it, but the implications of having access to these programmes again and again—and not just at the whim of the programme planners—means that on boring nights the regular programmes must compete with

the best (whatever that may mean) of previous evenings, or lose as many viewers as have access to cassettes.

Of course, the marketing of the machines and video cassettes themselves will determine to what extent the general audience is involved. But the investment of Sony and Philips in the British market suggests relatively wide sales at a reasonable price in the near future—certainly by the end of the decade—which, regrettably, seems to be before the next inquiry into broadcasting is likely to be held.

This delay is regrettable because the rest of the world is moving heavily into such developments as cable television (more than half of Switzerland and Belgium are already served by it) and cassettes, while the Cockburn Report of the Television Advisory Commission turned the British Government's back to new technology until the 1980's—as if it would go away by wishing it away. So it seems that the Common Market and Japanese firms will be pumping cassettes and receivers into Britain well before British television is prepared to handle the challenge.

Cable and cassettes link together because they both offer a refinement that is uneconomic for conventional television—the selected audience. Hook-ups, such as a distribution network for cassettes, can be made with far more limited numbers than any present broadcast company—no matter how small—would dare to consider; dentists, doctors, specialist firms selling a particular product, schools (like in the CCTV system of the Inner London Education Authority), colleges, any number of social organisations and units can all be given the same programming, organised and produced by themselves and using as much or as little of the conventional programming sources as they choose. Again, the present control of the air will be shaken.

The Post Office may control cable as well as radio and television—but what can they possibly do about cassettes? Using the video equipment I turned

down for television, they provide a form of guerrilla broadcasting that is really independent. This is when the flexibility of video takes over from the high technical standards we demanded of film; or, for that matter, 8mm home movies—or blue films (*Deep Throat*, the pornographic movie, is selling on cassettes in Toronto). Anything people feel like putting on to cassettes and which it is possible for them to produce can be circulated.

### Serious implications

The revolutionary implications of this are serious for everyone in television—the authorities, the programmers, the producers and the technicians—especially the trades unions. It may be that this will produce a new source of employment—but it also may threaten the fragile position they have at the moment, in which many industrial and educational films are already made with non-union crews. Indeed, the sales of quarter-inch videotape equipment both to institutions and individuals have already expanded to the point where a pirate network now exists: programmes recorded off the air, as well as the circulation of home-made tapes, means a communications system totally outside the present media establishment.

Some of this is good—Inter-Action's Community Media Van teaches local people how to express their own needs on video, as do more and more polytechnics and community groups. Being interested in planning problems, I encounter surprisingly often the tiny eye of the Porta-Pak television camera at the public meeting—protecting against a new development, or a march, or a seminar.

This video shorthand is the logical extension of the tape recorder, but its implications for control are more serious.



Classroom use of the Telefunken-Decca video disc player, known as Tel system, will free the teacher from dependence on broadcast television.

Censorship of do-it-yourself cassettes is obviously out of the question, and it is not surprising how much blue videotape turns up at "underground" showings. Even the unspoken proviso in the film laboratories not to process (or at any rate return to sender) what they decide is obscene material (rumours abound of lunch-time showings at the labs) are irrelevant to video. So it seems that the medium itself will be available—to anyone who can be bothered or has the wherewithal—whether the BBC, IBA, or GPO like it or not. Presumably libel laws would apply to video and cassettes if shown in public; but these laws are broader than the fair comment allowed by the Television Act.

So politically, morally and socially, the prospects for the custodians of the airwaves look bleak. Again, here is a case for a full-scale inquiry now—before we are overtaken by events. It is true that the economics would be prohibitively expensive for a national cable network (or cassettes in every home), so that—as Cockburn has said—this is unlikely to happen before the end of the next decade. But the probable implications can be considered now, along with the valuable gains to be made from the immediate use on a smaller-scale of cable and cas-

settes which are already part of the communications system now. To a far greater extent, other countries like Canada are applying them in creative ways; such as hooking up remote communities.

This makes the U.K. Government's delay until the 1980's almost perverse—rather like saying how do we know what we think the future of broadcasting ought to be until it happens? It is merely opting out of a difficult problem. And difficult it certainly is: it would be nearly impossible in a relatively free society to keep the present tight control on what is said by the media (indeed, the proliferation of local commercial radio will probably go unmonitored for the same reasons.)

### Further problem

But there is a further problem, to do with the present social use of television: being a social democrat, I like the idea of developing diversity in the media, and so welcome the possibility of many more voices being heard. Yet as a broadcaster, who enjoys the access to large audiences unique to television for serious programmes which would never in any other form attract such numbers, I am worried: surely cassettes, like cable in America, will mean

a mass retreat into home variety and feature films whenever anything not more entertaining is on the regular schedules? Like newspapers and magazines, the supporters of the different strata of programming will divide themselves up far more sharply than they do now. Though advertisers might prefer the neatness of a target audience, it bodes ill for World in Action, now inheriting so many millions from Coronation Street.

The point lies back with Cockburn: we must face up to the implications of cable and cassettes now, while the chance to discuss and decide their most creative and socially useful purposes remains. Otherwise, the inevitable commercial pressures to saturate the market may lead to a major upheaval in patterns of viewing, employment and production—which will lead to *Love Lucy* for the umpteenth time being the staple of many British homes.

If there are rows over what to watch now—think of the problem of sorting out the choice between four channels, and a number of cable stations, plus each member of the family's favourite programme from the past. The only people really enjoying that prospect, I imagine, are the makers of the software themselves.

## Revolutions in the classroom

By BRYDON LAMB

The introduction of video-cassette recording and playing equipment into the classroom is part of that "Fourth Revolution" in education described by Sir Eric Ashby. In his submission, the first revolution moved from instruction in the home to instruction organised in schools: the second occurred with the introduction of the written word; and the third with the invention of printing and the book. The fourth envisages the widespread introduction of electronic media as tools of learning before the end of the present century. The speed with which videocassette equipment, already appreciated by American teachers, has entered classroom use in the U.K. in the last 12 months has taken many people, including possibly some suppliers, by surprise.

For all practical purposes the machine we have to consider currently in use in the classroom is the Philips VCR N1500 since the Sony U-Matic machine has not yet reached U.K. users in any numbers. There is no doubt that a quite substantial number of Philips VCRs are already in operation on the European scene (a list of European VCR users appeared in *Screen Digest*, July 1978) and Philips have claimed that the following numbers of elementary and secondary schools in European countries are now equipped with VCR machines: Austria 300, Belgium 150, Denmark 150, Germany 1,500, Holland 200, Italy 300, Norway 50, Sweden 100, Switzerland 250, United Kingdom 1,450. This figure of 1,450 for the U.K. is difficult to verify and would seem to be a little on the high side. Perhaps orders have been confused with deliveries. Nevertheless, there are quite substantial numbers of VCRs in use in classrooms.

Among the many current users in the U.K. local education authorities which have purchased and are using this equipment are Lancashire, the Yorkshire authorities, Cornwall, Kent, Surrey, Leicestershire, West Sussex, Hampshire and Berkshire. All universities in the U.K. are believed to be equipped with at least one VCR machine, and some which have a history of involvement with

closed circuit television have four or five VCR machines—although some expect that the Sony U-Matic is likely to have more appeal to the universities when it becomes easily available. Before the suppliers turn to the domestic market in force it seems likely that they will have established a reasonable track record for sales in education and training. In what ways, then, are teachers—often very conservative—using this new technology and why have educational administrators been agreeing to its purchase from Scotland down to the South Coast?

In Surrey, Mr. J. Newsome, educational adviser who has particular responsibility for aural and visual aids has some six VCRs in schools and some 20 on order. The policy is one of progressive purchase to extend the equipment to other schools and colleges supplied by Surrey education authority and backed by expert advice from the Surrey Media Resources Centre. Schools equipped with the VCRs have immediately started by recording off-air BBC and ITV schools broadcasts, which are the major sources of software available.

### First stage

This is the first stage of usage development and it is a major stage beyond which many schools may never need to go. For years there has been a major problem in that the often excellent schools TV broadcasts occurred at times which were not always convenient for individual schools to receive them. By recording on a VCR machine the broadcast can be replayed at a time convenient to the user; and this simple breakthrough (already exploited by some schools with reel-to-reel recorders, made simpler by the cassette format), is a most important step forward. But at the same time the VCR offers opportunities of further development which excite many. Critical appraisal of programmes, before selection and use, is made much easier—and cassettes can be made available for small group and individual learning situations. This accords well with modern thinking on the

learner-centred (rather than teacher-centred) educational theories of recent years. It also fits in neatly with the inter-related concept of media resource centres in schools containing a variety of audio-visual materials for individual study and which bring the library and its books into the electronic age.

Once the VCR has been purchased and installed, the major cost, says Mr. Newsome, is that of the software—which means the cost of the blank tapes. He expects each school to start with £100 worth of cassettes and to invest probably no less than £100 a year in new tape. One school has already invested £100 in one year because each department saw that it had its own requirements for recordings and dug into its funds to buy the software.

A problem, yet to be solved, is that of copyright. The BBC expect the tape to be wiped clean after a year. But the shelf life of the educational content is probably three to five years. Just how working parties will solve this and related problems remains to be seen.

The second stage of development occurs when schools seek to use a camera and do some creative work with a VCR or other videotape cassette equipment. Some four schools in Surrey have moved in this direction. One careers master has taped mock-interviews with grammar schoolboys and work has also been done in languages and drama—though, for any refinement, editing facilities must be made available.

This pattern of use is borne

out by Mr. Vernon King, educational adviser to West Sussex Education Authority, who has about 40 VCRs in schools which have been very pleased with the Philips N1500. The pattern is confirmed by Mr. Bernard Ansell of the Resources Sub-Section of Kent County Council, with mainly off-air recording of BBC/ITV educational programmes and some creative work with a camera.

### Simple development

It is extraordinary that such a seemingly simple development as putting videotape into a cassette and selling an inexpensive recorder/playback machine could make such a difference. Freedom from set-broadcast timetables, critical previewing at convenient times, library storage of video material, individual, small group and class replay, stop and replay, and now editing and camera facilities, have opened up new and flexible approaches to teachers and students which, only a short while ago, were impossible to achieve without heavy expense—and a fair amount of technical knowledge.

With a relaxation of the copyright ruling the main educational use will almost certainly continue to be as a source of software derived mainly from the recording of off-air broadcasts: which suggests that 16mm educational film will not be displaced. An increasing number of schools may also seek to learn the grammar of television by linking a camera to their VCR, but this is unlikely to be a major use.

## So you want to be a movie maker

With our Video Studio you can produce whatever you want to a professional standard in full colour. We've got a 3 camera unit, VTR and Telecine. So we can do the whole Hollywood bit for you but on tape. Instantly.

So Mr. Tycoon as we can't phone you do please us. Our London Studio number is 01-353 3641.

**zoom television** — puts you completely in the picture

**PROFESSIONAL SYSTEM FOR PROFESSIONALS**

**THE EVR offers to programme producers and international networks:**

- Greater Protection from Programme Piracy
- Multi-language System Compatibility
- Reliable Playback Sound Tracks
- Film Cassettes with a Long-playing Life
- Mass-duplication Facilities
- High Quality Still-frame and Manual Control
- Automatic Programme Replay Facilities

No other system offers all these advantages, but then no other system has been specially designed for professionals.

THE EVR PARTNERSHIP, U.K.;  
Vogue House, 1 Hanover Square, London W1R 0JH. 01-629 5666

NIPPON EVR LIMITED, JAPAN;  
EVR SYSTEMS, INC., U.S.A.

هكزمن الأصملى



# Even our rivals have chosen the Philips video cassette recording system.

Philips think you should know certain vital facts about video recording.

There are several video cassette systems but only the VCR system invented by Philips has achieved overwhelming success, even among Philips own competitors. Virtually all world-wide manufacturers likely to make VCR equipment for Britain and Europe have standardised on the Philips system.

They include:

AEG-Telefunken, BASF, Blaupunkt, Dupont, Grundig, Hitachi, Lenco, Loewe Opta, NordMende, Pye of Cambridge, Saba, Siemens, Studer, Thorn, 3M, Unitra, Zanussi.

You will notice that the list includes American and Japanese companies.

This system is not only more versatile but about half the price of others.

It is already being used by the overwhelming majority of major organisations in the British Isles, Europe and many other parts of the world.

*To get the invaluable benefit of exchanges of information with these organisations, it is therefore absolutely essential that your video cassette recorder should use the Philips VCR system.*

The BBC uses Philips VCR, as do all the ITV programme contractors.

#### Users in Education

Practically every education authority

and over 1,400 schools have already standardised on the Philips system.

Universities already using it include the Open University, Birmingham, Glasgow, Leeds, London, Plymouth, Sussex—and many European universities.

The British Dental Association and the British Postgraduate Medical Federation use the Philips system.

#### Users in industry, commerce and government

The Ministry of Defence and The Post Office use the Philips VCR system, as do:

British Rail, Gas Council, Central Electricity Generating Board, National Coal Board, Road Transport Industry Training Board.

The hundreds of leading companies using the Philips system include:

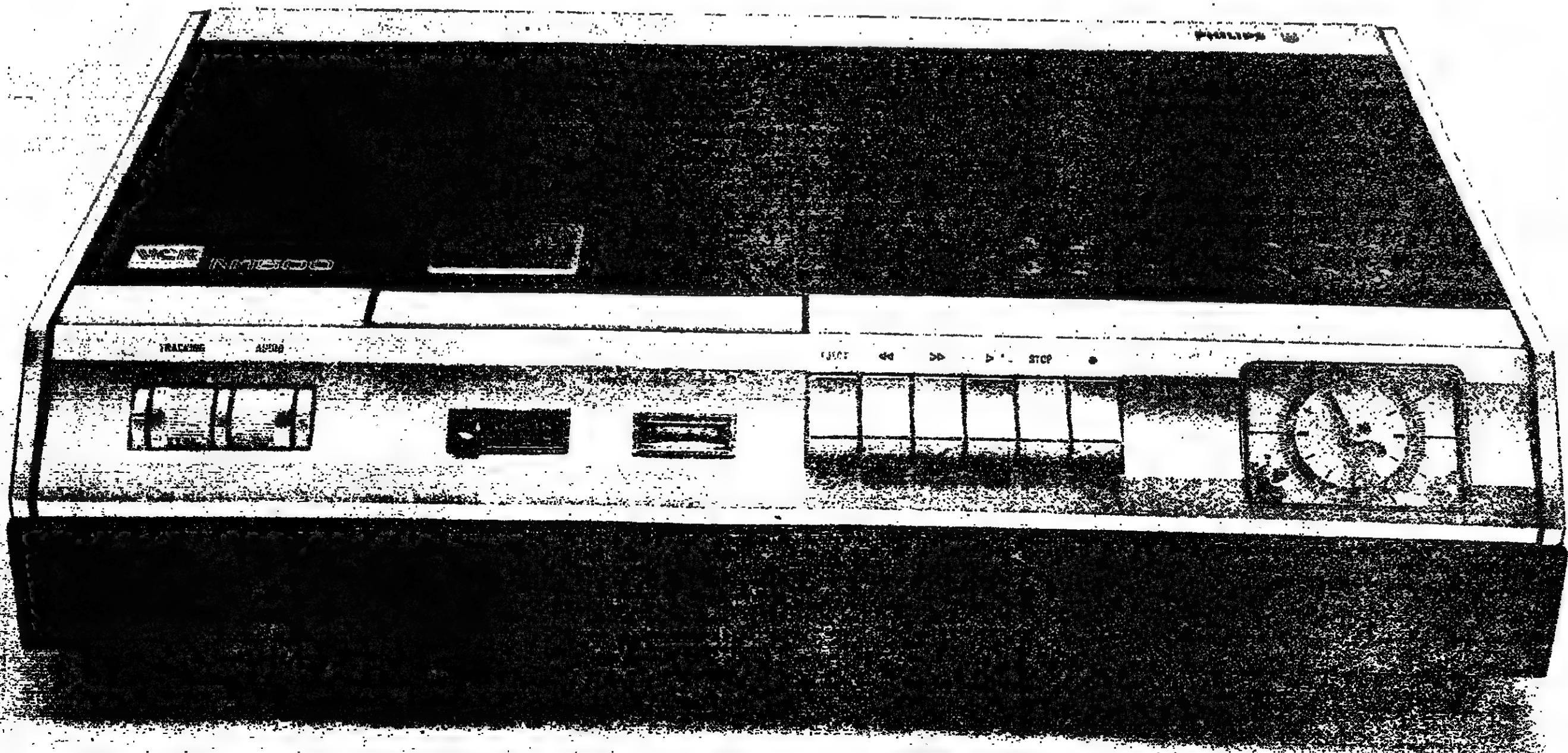
Bayer, Chrysler, EMI, Hambros, IBM, Mullard, Nixdorf, Pilkington, Rank Xerox, Renault, Roussel Laboratories, Shell International, Total Oil, Unilever, Volvo.

All these companies have recognised the benefits of the compatibility of the Philips VCR system—the only system that's simple, reliable and low in cost.



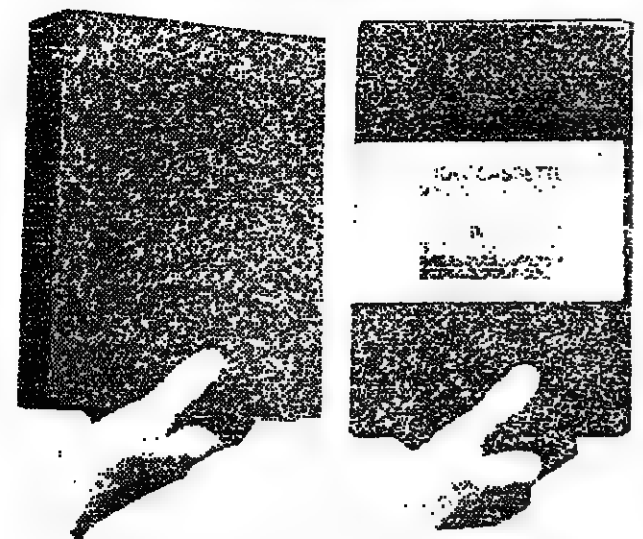
**PHILIPS**  
Simply years ahead.

## In Britain and Europe, the Philips VCR system has already been adopted by most major organisations.





# THE GREATEST INVENTION SINCE THE BOOK?



Because of its ease of use, capacity and flexibility, the videocassette offers as great an advance in communications as the advent of printing.

To help you use this exciting medium in the way you wish, Action Video have available a range of Video equipment including Video Cassette Systems. Machines are available with options to fit into existing business systems, while the U-Matic Cassette System possesses the scope and supporting equipment to form the basis for entirely new enterprises.

Video can be many things to many people. It'll never replace people, but it can be a good stand in. At Action Video we've grown as video has grown, and because of the close relationship between our production, sales and hire sections, we can give unbiased, professional advice from the user's point of view. If you would like to learn how video can fit into your organisation, contact Action Video now.

Action Video Limited,  
45 Great Marlborough Street, London W.1.  
Telephone: 01-734 7465

## 55,000+

OPERATIONAL HOURS HAVE BEEN LOGGED BY VIDEO PRESENTATIONS

PROVIDING T.V. PROGRAMMING AND EQUIPMENT CONSULTANCY FOR ITS CLIENTS

Call us: 01-405 1848



**VIDEO PRESENTATIONS**

4, VERNON PLACE, LONDON WC1A 2ES.

## screen Digest

the world's only comprehensive survey of video media

provides monthly news which builds into an extensively indexed annual reference book of facts, addresses and intelligence about videocassettes television film audio-visual aids

Essential to all who need to be well-informed about video media, Screen Digest presents its information in a concise, carefully classified style designed for the busy reader. News sections carry only hard facts placed in context and perspective, and every aspect of the media is included.

The annual Video Index converts the year's issues of Screen Digest into a unique encyclopaedia of current facts and information. The 1972 video index contained in 28 pages nearly 6,000 references.

Now circulating in 35 countries, Screen Digest is the only publication which covers comprehensively and internationally the entire field of audio-visual communication.

Please return this application to

## screen Digest

Financial Times, 10 Bolt Court, Fleet Street, London EC4A 3HL

Please supply annual subscription to Screen Digest at £25 (£32/\$80 outside UK) Starting now / backdated to January 1973

Plus \_\_\_\_\_ extra copies and index (excluding binder) at £10 (£13/\$32.50 outside UK)

Plus \_\_\_\_\_ extra binders at £2/\$5 each.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Enclosed please find cheque for £ \_\_\_\_\_

Please supply invoice for appropriate amount

The Financial Times Ltd. Registered in London Number 227590

## VIDEOCASSETTES VI

# Systems of East and West

By TONY HEMMINGS

The major videocassette systems of the world which are now challenging each other for supremacy have tended to emerge as national technologies: Japan with Sony's 1/2 inch videotape, Europe with the 1/2 inch Philips VCR videotape, the Telefunken and Philips video discs and EVR, and the U.S. with other videotape systems from RCA and Cartrivision and discs from Zenith, MCA and RCA. There has now been some cross-fertilisation of technologies, as for example with EVR now becoming well-based in Japan. But certainly VCR and the TeD video disc of Telefunken currently dominate the thinking in Europe, and the Sony U-Matic in Japan and the U.S. Other differences exist due to Japan and the U.S. employing the NTSC colour system for all their television sets, while the PAL system dominates Europe.

On the other hand, the problems of marketing the video concept are practically the same in Europe, North America and Japan, though each have their special attributes and idiosyncrasies. To oversimplify, the Europeans are cautious, the Americans have money to speculate and the Japanese enjoy a reputation for manufacturing and exporting electronics goods. To-day, all three recognise the TV set as the focal leisure point in the home for many years to come, and their hardware manufacturers—thriving on the colour TV boom and aware of the massive leisure boom—see a video device as the obvious and needed successor after about 1977.

### Lower prices

The price of the hardware and software needs to be very low—£200 and £10 per half-hour maximum respectively—as against the lowest price yet, namely the Philips VCR at £400 and software from £50 upwards per half-hour for pre-recorded tape or £12 for a blank half-hour cassette. No existing systems worldwide provide the right price conditions for the home market, though the TeD video disc is scheduled to become available in Germany on January 5, 1974.

Does the public want to record broadcast programmes off-air, or with a TV camera (black-and-white or colour, at what price?) or play pre-recorded programmes? Nobody knows and it will cost more

millions than Cartrivision in the U.S. have spent to find out. The film based playback-only cassette systems of EVR, and Kodak and Fuji (neither of the last two in production yet) cannot appeal to the home in substantial quantities by reason of hardware and software costs and reliance on a pre-recorded catalogue; nor will the magnetic tape videocassette systems appeal unless costs are virtually halved. Only a video disc system of some sort will make mass penetration in the home. Tape costs are still high for videocassettes, and multiple copying is comparatively expensive. RCA will reportedly introduce their magnetic tape videocassette system in early 1974 at just over £300—primarily for the home market in the U.S.; it will have off-air recording facility as the main feature to stimulate sales, a black-and-white camera, and a small catalogue of 100 titles for sale or hire.

Likewise, Philips and their 12 licensees for the VCR system so far have relied on the record facility to sell their machines (estimated at 40,000 units world-wide with 2,500 in the U.K.); no pre-recorded VCR catalogue for the home is available. For existing videocassette equipment, the main market areas in each of the continents are proving to be in industry, commerce, education, advertising, government, the professions and entertainment on board ship and in hotels and clubs. These target areas are being vigorously attacked and results are in evidence, with the hardware/software package coming into its own.

In Japan, surprisingly, they are not too adept at marketing the video concept. There are roughly 10-15,000 videocassette machines in specialist markets and 5,000 video players in the home, but again cost is the main inhibiting factor for the home. The Sony U-Matic costs £500—£600 in Japan, and software is very limited.

The Japanese in industry believe more in round-table conferences and communal decision, and the need for widespread circulation of audio-visual material is not so vital in an area of 300 miles between Tokyo and Osaka where one third of the population of 100m. live and work. Moreover, they have a surfeit of TV in the home, spending more than 50 per cent. of their leisure time in front of it either awake or dozing. There are 28m. TV homes in Japan of which 77 per cent. are in colour. Videoplayer production in Japan is running at about 100,000 units in 1973 with an estimated 250,000 units in 1974, of which 70-80 per cent. are being exported.

### U.S. market

Neither specialist nor home markets show much sign of rapid adoption of the video concept there, and without the North American market their production may never have even started.

In the U.S. there are believed to be somewhere between 30-65,000 videoplayers, practically all in non-domestic markets, with an estimate of 100-250,000 by the end of 1974. Sony claim they will have delivered 50,000 U-Matic units in the U.S. by the end of 1973. Such organisations as Ford, IBM, U.S. Army, Pepsi-Cola have purchased large quantities of U-Matic units for training and promotional uses and Sony have been particularly progressive in educating potential users. They also have a catalogue of pre-recorded software listing over 70 companies from whom material can be

obtained. The announcement of RCA to market their videocassette system to the home is contrary to the development patterns for videotape systems elsewhere, and the recent demise of Cartrivision in the home market must surely give them food for thought, but RCA are scheduled to launch in "early" 1974.

On the European front, the Philips-based VCR system is emerging as the most likely videocassette form with an estimate of about 40,000 throughout Europe, but again mainly in the specialist market—for example in schools in U.K. and primarily for recording schools broadcasts, though there are 6,000 units in the home in Germany. There are only a handful of pre-recorded titles available, so far, and these only in specialist sectors. The Japanese in the past have made a good impression in Europe with conventional open-reel VTR machines but their videocassette players start at over £500 which limits their potential considerably.

Of the systems currently available in the three continents therefore, none—with the exception of TeD in January 1974—are suitable for mass consumer marketing at present costs. For the specialist markets, the 1/2 inch Sony U-Matic system, manufactured under licence by TEAC, National Panasonic, National, Philips, and Victor Electric Co. is, de facto, the videocassette standard for Japan and North America.

Neither EVR (which includes Hitachi and Hitachi), nor Kodak, Fuji, Matsushita, Philips, Hitachi/Shibaden, Sanyo, Akai, Cartrivision, RCA, Philips/Norelco VCR have anything near the quantities in the

markets. The U-Matic has proved to be a reliable, effective system.

In Europe, the Philips based VCR system for PAL colour sets is near to making the same headway as the U-Matic in NTSC territories. Just as PAL and NTSC are incompatible, so are VCR and U-Matic, although Sony have an intriguing but expensive dual-standard system for NTSC and PAL, provided a Sony Trinitron receiver/monitor is used. With the different TV systems, a logical outcome should be that PAL and SECAM countries follow VCR, and NTSC follow U-Matic; and although manufacturers can and will be stubborn, the specialist users are showing signs of creating this result.

The chances for any film-based cassette system, for example EVR, Kodak and Fuji—making significant headway in these specialist markets are remote, for, by the time (if ever) such playback-only systems have created sufficient outlets and sufficient software, a video disc system of one kind or another will have emerged; and a videotape cassette system and video disc system will, between them, be able to cope with virtually any requirement in the specialist or home markets—from one copy to one million.

As regards video disc systems, none are quite yet available commercially in the world today. The claims and Press announcements have already begun, and in each case one must expect the same experience as with the other systems, that is later deliveries than promised, higher costs, more technical and software problems. However, if any video system ever penetrates the home market to a substantial degree—

viz. 20 per cent. of TV homes—it will be a video disc. (A videotape cassette system may eventually reach 1 per cent. of TV homes for recording off-air or with a TV camera, hence RCA's gamble with possibly 60m. TV homes in the U.S.). The disc's prime advantages are in virtually no material costs and in the fast, cheap printing and distribution of discs like an ordinary record. But is the 10 minute playing time of TeD of great attraction to the home even if a multi-changer unit can be developed? Can the rival video disc systems of Philips, RCA, MCA, or their licensees, really be mass produced with laser beam electronics at consumer prices with playing times of up to one hour? Can the hardware be kept down to £200? Can the right software be available at the right price to coincide with the arrival of a reliable disc system with proper back-up services facilities?

### World scene

Can one video disc manufacturer really scoop the world market? Can two or more of these video disc manufacturers inventors find common ground and pool their resources and technology? Historically, the outlook is dismal. Philips and Sony could not come to terms on videotape standards. The 8 run and Super 8mm film is a classic story of non-standardisation, with the inevitable failure to create a market. The Electronics Industry Association of Japan, trying to establish a single video cassette/cartridge standard ended up with three! Manufacturers are inclined to stick to their own inventions and the end it will be a question of sheer power, persistence and money in conquering the home market.

The proof of the pudding is in the eating and it is likely to be three or four years before clear picture emerges in the home market. Meanwhile, in the same period, specialist-user throughout the world will become aware of the existence and advantages of the video cassette and their software requirements will be known. But it is unlikely the videocassette production Japan will exceed 250,000 units in 1974 (mainly for export while America may produce 50-100,000 units and Europe 100-150,000 units).

For the next three years Europe, America and Japan, is going to be a highly specialised business needing expertise in hardware, programming production, duplication, and distribution, all of which have to be carefully co-ordinated. There will be no bonanza for anyone using a digitally recorded photographic process on a printed card 5 x 4 inches—yet another form of base material. Other systems are certainly on the drawing board, but few are now likely to see the light of day unless able to offer considerable and indisputable advantages over what is now reaching production stages.

## Sony would like to put your films on general release.

Not on the cinema. On the Sony U-Matic Video Cassette Colour TV System.

We're building up a Sony U-Matic Programme Catalogue, making available films that people would otherwise not have the opportunity to see.

If you have any programme material suitable for transfer to U-Matic video cassette, we'd like to hear from you.

Please fill in the coupon, giving details of subject matter and approximate length.

Thank you. **SONY**

To: Sony (UK) Limited, U-Matic Division, Pyrene House, Sunbury Cross, Sunbury-on-Thames, Middlesex.

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Subject matter \_\_\_\_\_

Length (mins) \_\_\_\_\_

### Very complicated

However, the disc has no spiral groove and the signal information (in the form of pits in the surface) is carried on a densely-packed spiral track (12,000 spirals per inch). Tracking of the "pick-up" head is achieved by electro-optical methods, and the problem of maintaining alignment and focus of the laser light beam is very critical. Only a master disc and not a pressing of the VLP has been demonstrated, but the servo-controlled tracking system required to take care of eccentricities of a pressing is known to be very complicated and expensive, and the VLP in its present form is therefore unlikely to reach the market on account of the cost. To protect the surface from dust and scratches the disc has to be transparently encapsulated which is an added expense. The TeD disc is protected for similar reasons by a plastic sleeve which is fed into the player and automatically withdrawn when inside.

Another system in the course of development is the RCA 12

### Expensive runs

Nevertheless, videotape cassette machines do have the advantage over EVR since they can have facilities for recording and playback of "off-air" broadcast TV programmes or "live" pictures from a TV camera. They are also available in less-expensive playback only models. The production of the videotape cassettes in large copy runs is comparatively expensive as the process is slow and the tape also costly.

The more recent development is the Telefunken-Decca eight-inch video disc system now known as TeD (Television Disc). But the playing time of this is limited to only ten minutes, whereas the videocassette systems can provide up to 90 minutes. TeD is an electro-mechanical system based on gramophone record principles recording and playback techniques, whereby pre-recorded programme material is in the form of specially processed film of 8.75 mm. width contained in a seven-inch cartridge for insertion in the video teleplayer. The cartridge is designed to provide ease of operation and is automatically self-threaded in the machine.

### Freeze frame

The players, operating on the flying spot TV principle of film scanning, feature a "freeze frame" facility with fast forward or reverse speeds between the cartridge and take-up spools for rapid retrieval of a desired picture sequence. In theory, the EVR techniques are capable of high-quality colour picture reproduction and performance, but in practice the results have in most cases been very disappointing due to a number of factors. However, Japanese companies such as Mitsubishi have more recently introduced players with many improvements and refinements which have much enhanced picture quality and overall performance so that the system at least is now viable for the training market, etc.

Prices of EVR programme cartridges and players are high, and in effect the system is an expensive way of reproducing pictures from a piece of film which can more cheaply be achieved by the normal optical

technology is that of the laser-



# New tool for the community

ED BERMAN and AUDREY BRONSTEIN, Inter-Action Trust

It is difficult to decide whether videocassettes are the best instrument to avert our eyes from real community issues or are a genuine tool for the community. There is a tension among the many community workers who now view that cassettes are the tool of the useless consumer society. Only by equating interests of local communities, they argue, with the ways of consumerism—and before manufacturers can openly welcome video-

For all, reel-to-reel VTRs are only just being used as a community tool. It is little willingness out of Canada for government, local or national, to support in-depth action-research projects with the existing reel-to-reel equipment. Why then all excitement about cassettes is not simply a consumer reaction, this is not simply a local interest, smelling of a great new toy? In fact, there is little excitement about cassettes in the design of the equipment for community use. In answer to this criticism, we look at the critical tensions between cassettes and reel-to-reel VTRs and see in the context of the current work. The critical tensions are simple: videotapes are easier to operate, reel-to-reel VTRs are easier to use and cassette machines; but cassettes are more difficult to use when programme is required.

As cassettes will enable a to play-back their local meetings themselves in libraries the next day, same could be done on but it is that much more difficult. Indeed, mobile or library libraries with tapes are a reasonable vision of with reel-to-reel equipment. The danger of creating or in some other way using the tape makes the much less feasible than the tape. Some book-lending as in the U.S. are already using videocassette as a community action. A community action, a community action, is about all the first such facility in its new centre, "videocassette" parlour, specialise in community



Lightweight, portable videotape equipment is already being used by community groups to make their own video programmes—here for an Inter-Action project. Easier-to-use videocassettes will extend this activity.

information and programmes for the elderly. Doctors' waiting rooms are favourite targets for visions of teaching, through cartoons, about the problems of caries or rabies. Medcom, in the U.S. is one of several companies producing software for such venues.

The list of playback points for community audience is infinite: schools, libraries, advice centres, street corners, markets, pubs, the home, hospitals, laundromats and media vans. The venues imply the kind of software—educational, public affairs, welfare rights, information, local news, entertainment, and local issues.

**Current criticism**  
But if cassettes are that much easier and can provide all of this, why the criticism? The answer seems to lie in the current thinking about alienation and grass-roots democracy. Reel-to-reel is active and editable; cassettes have a propensity to provide a fixed and finished product and are thus passive, non-participatory, one-way and undemocratic—so the argument goes.

community artist, and one of the most basic tools in his tool-kit is the portable videotape recorder.

This argument assumes that learning and participation go hand-in-hand and the ability to make a mistake and erase it on a reel-to-reel machine is an important self-teaching element.

For the vast majority of people, television is their most important stimulus. Most people see and hear more "good" films, plays, paintings, sculpture, music, etc. on the box than they ever will in the flesh. The very idea that a person can himself produce the same sort of thing on a TV set is a great confidence builder. People, usually unwilling to take even a baby step towards exploration of themselves or their environment, get hooked on their ability to be seen and to put things on the box with the aid of reel-to-reel VTRs.

No wonder then the fear of community workers/artists that cassettes will "passify and pacify." At a time in history when the Canadian Government, through the National Film Board, can sponsor its Challenge for Change programme (a video-orientated community development project), who would want to take a step back by reinforcing the idea that TV is something to look at rather than being a tool for participatory democracy? The Challenge for Change programme has set up many pro-

jects across Canada in both rural and urban centres—experimenting with the use of film and videotape as a medium of social change.

One of these projects is Videographe, in Montreal, Canada's first public video theatre-cum-production centre, now sponsored by the Quebec Government's Department of Communications. Videographe's facilities are open 24 hours a day, seven days a week, with public screenings every evening in a small theatre. Most of the tapes shown are produced through the Videographe centre, which provides a production budget and technical assistance to anyone presenting a clearly-formulated project to the Videographe programme committee. The finished programmes, ranging from dramatic productions to com-

munity documentaries are then added to the Videographe catalogue sent to about 300 centres in Quebec.

Videocassette machines do play a major role in Videographe's distribution system. In the main working area of the centre, videocassette machines, complete with headphones for individual screenings, are clearly labelled with instructions for their use so that anyone can walk in off the street, choose a cassette tape from the Videographe library and slot it into the machine.

The Alternate Media Centre in New York is providing a similar service, although not yet using cassettes, by setting up free workshops enabling local residents to learn how to use the equipment and produce video programmes which are then distributed through the local cable system. No such institutionalised service yet exists in Britain, although the use of portable reel-to-reel video equipment is expanding rapidly. Several groups, such as Inter-Action, Liberation Films, West London Community Video and the Centre for Advanced Television Studies are beginning to make equipment and information available about the use of video tape as a tool for community action.

The irony of all this work in reel-to-reel videotape now underway is that there is little communication among the workers except through the printed word and the occasional media festival and it is here that the argument breaks down. Cassettes may be thought of as pure commercialism but they start out just as blank as reels. The image is first in the mind of the maker, not the viewer. Cassettes are not a totally

different world from reels; they are the "simple-easy-to-use" instructions on the label version; they complement and extend the use of reels. At least a dozen video exchange groups have been mooted in North America and Britain. One of the first, in Vancouver, is about to go out of business. They are simple, not practical. Cassettes will change this situation radically without necessarily reinforcing the passive nature of TV viewing. An exciting programme, a new idea, easily transferred by cassette could be the spur to action, the confidence builder that is lacking in a neighbourhood.

## Visual library

For finally we must talk about work in neighbourhoods if we talk about tools for the community. Reel-to-reel video is now just that little bit too difficult. Implicit here is the danger of creating a new elite and a new mysticism if community workers are not careful. But the foolproof cassette can yield a visual library, it can provide training for mothers wanting to set up pre-school playgroups; it can stimulate information exchange centres in such areas as housing aid, social service benefits and the entire range of local activities.

If Governments, councils and education authorities provide the hardware and access, then the software will emerge by the mile. This type of programming will be useful. Local, and non-commercial. Perhaps commercial programmer producers and network programme controllers will have something to learn from it all. There is little danger that they will go out of business; perhaps the business will go out of local video.

هكذا من الأهل



L.W.I. PRODUCTIONS LIMITED

the name behind some of the best of TELEVISION TODAY and the best of VIDEO-CASSETTES TOMORROW

If you're interested in good video-cassette production, contact: Michael Small, Business Manager, L.W.I. South Bank Television Centre, Kent House, Upper Ground, London SE1 8LT. TELEPHONE 01-261 3180

## VIDEOCASSETTES: SALES & SERVICE

PHILIPS N1500/15 VCR SYSTEM SONY U-MATIC VCR VO-1810UK SYSTEM

For further information or a demonstration: Write or Phone: VIDEOTRON VISUAL AIDS, 25, HIGH STREET, ROMFORD, ESSEX.

(Hire Service) Telephone ROMFORD 64378.

Consult the EXPERTS in VIDEO & CCTV now.

## Horror story for the cinemas

DEREK HILL

videocassettes deliver to put the tormented business out of its awful As exhibitors convert massive into mass almost as the living rooms from they are intended to the television, they be excused for seeing technology as a "film of the apocalypse." horrors are indeed at the film industry. The theatrical distributor's handful of identifications can see that distribution to capture in schools, shops, and hospitals will pre-historically clumsy cassettes or discs take. The cinema exhibitor already observe hotel pampered with of their choice in their as. How long before the it home can summon up to want to see when they see it?

**Fast attraction**  
ism, instantly robbing cinema of its exclusive appeal, has gone on to its old films, copy its and more recently to the latest films the all-time no longer dares to risk, a threat one of the last exclusive attractions—not merely rain date at a certain several times a day for a week. If the public are from television's decline by calendar and the cinema's extinction (nothing of television's) inevitable.

orientated companies have dabbling in the new in an attempt to avoid the have so far been Arco—Embassy's write-off of \$20m, has most costly mistake, are certain to concentrate their early efforts on educational, industrial and other national projects. The demand for documentary material will

ing new outlets for their massive production backlog. But while the hugely expensive competition to find the most viable and universally compatible system continues, the cinema might appear to be living on borrowed time.

Even the dubious distinction of the promise of pornography—which currently keeps at least a quarter of West End cinemas open—is threatened by censor-defying cassettes. Only two attractions will tempt cinema-goers of the future: the experience of an evening out among a crowd—or at least a group—eager for the same entertainment; and the pull of the film itself while it is barred from transmission or distribution in other forms.

Why, then, does any cinema building or conversion continue? The answer must be that entertainment is seen as a decidedly low-priority for the cassette companies. More than one distributor who has expected the cassette rights of all his feature films to be eagerly grabbed has been astonished to discover total absence of interest in his wares. The reason is largely economic.

A captive audience presents the video distributor with a whole range of opportunities for profit. Precedents for rental or purchase patterns already exist in non-theatrical release. But how is the home audience to pay for cassette entertainment? Fiction films are not planned in the first place to be seen and seen again. It is difficult to imagine the average family buying copies of features. Even rental pre-supposes very cheap hire fees, a complex distribution library service and—over several years—low returns to the source of the production.

Giveaway sponsorship systems may eventually prove the most viable solution; but sponsors are certain to concentrate their early efforts on educational, industrial and other national projects. The demand for documentary material will

undoubtedly encompass all the art, and it is possible to predict audiences keen to build their own library of animated and even underground shorts; but replayable entertainment features seem likely to be the least compelling requirement.

## Dramatic change

By the time cassettes are geared to feature distribution—and are making any serious impact on feature production—the film industry is sure to have changed dramatically. It may be reduced entirely to showcase cinema in key cities. It may have adapted to new technological developments in its own area. But for the next ten years or more it would appear to be able to tackle its own future before cassettes make an impact on its remaining audience.

Meanwhile such unions as Equity, the Writers Guild and ACTT have already shown their determination that their members will share in any profits accruing from cassette exploitation of their work. During the 1980s the development of cassettes and discs and the increased leisure hours confidently anticipated may offer the industry's creative talents enormous new opportunities. Already Germany's second television channel controllers, ZDF, have admitted that the lure for creative and technical talents in the new technologies is so strong that they will soon announce measures aimed at retaining their top personnel.

The independent producer, above all, seems certain to enjoy a new freedom from distribution controls. Just as the public will find themselves free to shop for their home-viewing instead of relying upon the offerings of a few channels, so the independent producer will find himself with direct access to his audience. He will be able to market and meet demand by ordering copies in a simple, direct fashion, which has never been allowed to independents in the cinema.

# Let Bell & Howell introduce you to "U"

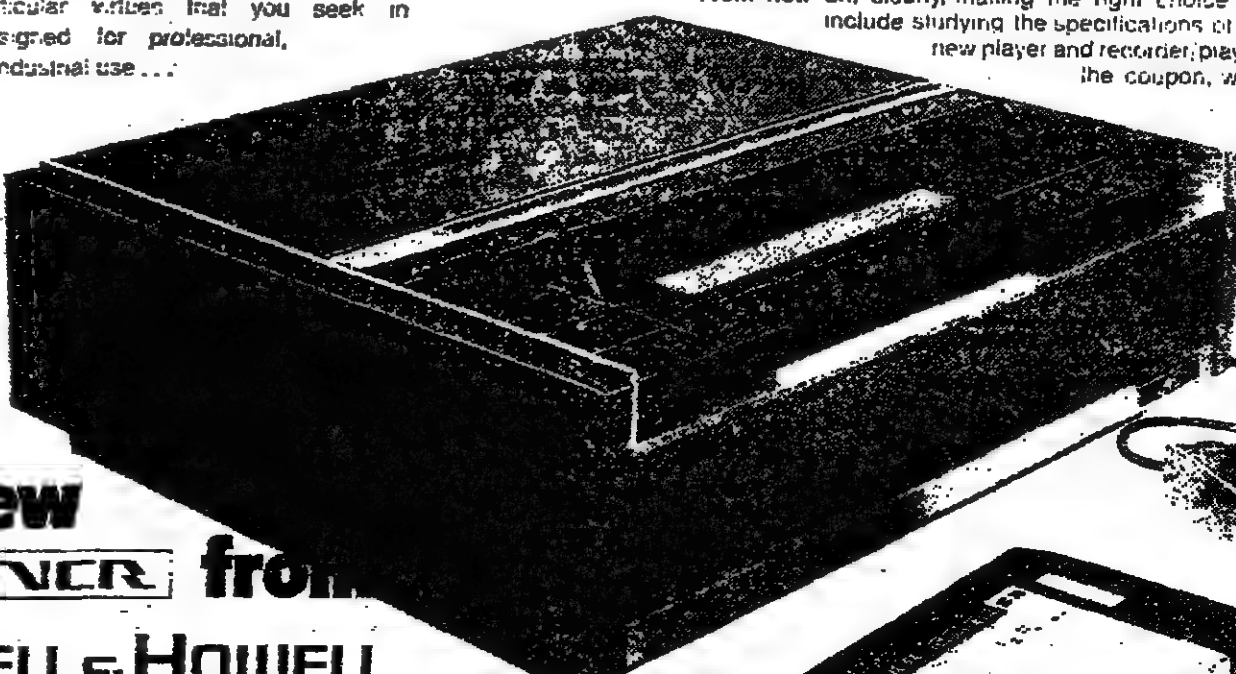
No reader of this supplement will doubt the usefulness and wide applications of video cassette recorders in industry and education.

Now, Bell & Howell introduce two of the latest and best of them—the U-type recorder/player VCR and player-only VCR from JVC.

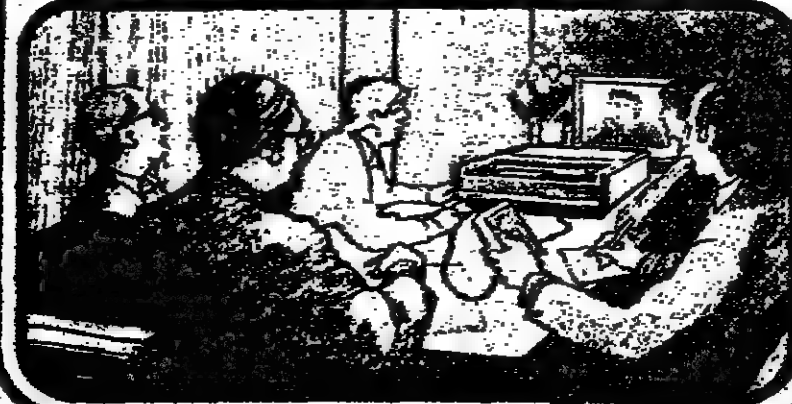
So new that the first PAL colour versions were not unveiled until early September at the Berlin Radio Show, these two models have the particular virtues that you seek in equipment designed for professional, institutional or industrial use...

- U-type cassette for software interchangeability with Sony and other U-type VCRs.
- 2" tape for better picture quality
- Quick change of cassette at any point in programme, with automatic "search" facility.
- Automatic "repeat" for continuous unattended operation.
- Optional remote control from 100m in hand set.
- High reliability, from rugged construction and first-class engineering.
- International servicing network through Bell & Howell companies and distributors.

From now on, clearly, making the right choice of VCR has to include studying the specifications of JVC's excellent new player and recorder/player. So send us the coupon, without a stamp.



the new JVC U-type VCR from BELL & HOWELL



Please mail, without obligation, the free leaflet and other details about the new JVC U-type VCR recorder/player (CR-5000E) and recorder/player (CR-5000E).

Organisation \_\_\_\_\_

For attention of \_\_\_\_\_

Address \_\_\_\_\_



# The Vidicolor Studio

We'll make you cassettes from £250.

Vidicolor are the only U.K. company able to offer you a complete 1" colour videotape (and cassette) production service—including planning, scripting, casting, directing, props, artwork etc.

At uniquely low prices too.

We are currently producing programmes from as little as £250 for clients in industry, commerce, medicine, the arts and education.

We also give advice on equipment, installation and use; arrange equipment hire; transfer film to tape/cassette and handle overspill work.

Vidicolor are one of the country's leading 1" CCTV programme specialists with the sole aim and object of making the finest quality colour programmes, at the lowest possible prices.

For bookings or exploratory talks please contact the address below. Or write for a free pamphlet: "How to Profit from Cassettes"

## The Vidicolor Studio

6-7 Ludgate Square, London EC4M 7AS  
01-243 1168

## CROWN CASSETTE COMMUNICATIONS

International Market Leaders  
12-14 Windmill Street  
London W1P 1HF

01-580-8976

### VIDEO CASSETTE SYSTEMS

FOR

### MAJOR COMPANIES AND PUBLIC INSTITUTIONS

CCC markets TURNKEY CONTRACTS feasibility studies production and production facilities video cassette equipment leasing, installation, maintenance videoprinting pre-recorded programmes systems operations and systems control CCC is currently installing systems for, among others, major motor, pharmaceutical, food, advertising and television companies; schools, hospitals, boroughs and libraries. CCC's NATIONAL VIDEO CASSETTE LIBRARY distributes programmes in the video cassette format on behalf of: Unesco British Film Institute Readers Digest Road Transport Industry Training Board and film and television bodies.

Please send me details of CCC video cassette equipment and existing video cassette applications.

Name:  
Position:  
Company/Institution:  
Address:  
Tel. No.:

## prognos

Europäisches Zentrum für Angewandte Wirtschaftsforschung  
European Center for Applied Economic Research  
Centre Européen de Recherches Economiques Appliquées

### THE DEVELOPMENT OF THE MARKET FOR AUDIOVISUAL SETS AND PROGRAMMES UP TO 1980

has been analysed by PROGNOS for the first time for 11 European countries. Detailed forecasts are available for the following areas:

—Forecasts of the demand for types of sets and carrier materials, broken down according to buyer groups, such as:

- Private households
- Educational institutions
- Industry, commerce and trade
- Public services
- Services sector

—Forecasts of the demand by buyer groups for audiovisual programme categories, such as:

- Entertainment programmes
- Education programmes
- Information programmes

and have been elaborated quantitatively and qualitatively for the years 1975 and 1980.

The study includes special investigations in the following countries: Federal German Republic, United Kingdom, France, Italy, Netherlands, Belgium, Sweden, Austria, Switzerland, Denmark, Norway.

The survey was conducted in the form of a multiclient study and up to the present has been subscribed to by 17 international enterprises who are active in this sector. A subscription to this study—which will be re-edited at regular intervals—is still possible for a restricted number of interested parties.

## VIDEOCASSETTES VIII

# Role in broadcast industries

By ROD ALLEN, Editor, Broadcast

In the long term, it is just possible that videocassettes could replace—or, at least, fundamentally change—the broadcasting and broadcast advertising industries. In the short term, cassettes are proving to be particularly helpful to these industries, who have become among the earliest consistent users of video-cassette equipment.

Since 1956, broadcasters have been using 2-inch videotape for the recording, replay and evaluation of non-film programme material. At machine costs which range from £40 to £100 an hour, according to how new, glossy and expensive the machine is, they have learned to become parsimonious with VTR time and have suffered from the high costs of casual replay of programme material. When the Sony 1-inch reel-to-reel helical scan video equipment reached the market in a 625-line version, some broadcasters installed this equipment to fulfil evaluation requirements: London Weekend Television, for instance, has a full-scale Sony VTR room attached to its central apparatus room at the new South Bank studio centre, and most programmes are recorded on Sony as a matter of course.

### More confidence

Excellent though the reel-to-reel equipment is, it suffers from remaining in black-and-white, and from the fact that despite the claims of the equipment's protagonists tapes recorded on one machine could only be replayed on another Sony machine with a bit of luck and a fair wind. Although everyone is aware that compatibility between different videocassette systems represents a problem that will probably never be satisfactorily solved, it is true to say that inter-machine compatibility within one system is a reality—you can record a 625-line Philips videocassette in Sydney and play it back in Sunderland. So the flexibility that this has produced enables broadcasters to use videocassette equipment with much more confidence than previously.

Obviously the most important use for cassettes in the broadcasting situation is that of internal evaluation of programme material. If cassette recordings of programmes are made simultaneously with the master videotape on 2 in., the cassettes can be used during all the discussion, post-production and evaluation phases of programme production. This frees the expensive 2 in. machines for productive work, and saves producers and programme executives from the trouble of queuing themselves into VTR areas, or booking expensive and clumsy closed-circuit lines at considerable additional administrative expense—when they



The JVC CR600E videocassette recorder/player is here used to transmit a pilot commercial to a meeting of marketing executives at an advertising agency. Like its companion machine, the CP5000E player, it is designed to supply taped material to any number of remote locations to which it is connected.

want to view programme material. It also has the hidden benefit of either reducing total programme budgets or of releasing programme budget money from non-productive playback into more valuable areas, such as better prop buying, or more studio time, or whatever.

But with the ever-increasing importance of international programme sales, the videocassette is becoming a useful sales tool for the programme companies' sales forces. Major sales are not, of course, made sight-unseen; and where several hundred thousand dollars are riding on, say, a US network sale, it's worth investing a few hundred pounds in 2 in. VTR time to replay programmes to buyers.

But most international TV programme deals aren't in that league. Some stations pay as little as £20 a half-hour, plus print costs, for programme material; and the vast bulk of programme sales are in the middle range of between a couple of hundred and a thousand pounds per programme. VTR viewing time to close a deal like that can wipe out any profit completely; but with a cassette copy costing perhaps £25 to produce and cassette replay time costing at the most £5 an hour (and that's if you're doing your costing extremely stingily) it becomes realistic to show even the most minor buyer producers and programme executives from the trouble of queuing themselves into VTR areas, or booking expensive and clumsy closed-circuit lines at considerable additional administrative expense—when they

have a cassette machine sitting on his desk—so all you do is drop the programme in the mail. (No, he won't sneakily bung it on the air without paying for it—it's impossible to broadcast straight from a videocassette unless you've got ten thousand pounds' worth or more of time-base correction equipment to make the signal it produces precise enough to be handled by a broadcast transmitter.)

Broadcasters are following the predicted pattern in their selection of standard equipment. All the 625-line broadcasters are buying Philips VCR cassette machines, while the 525-line people (U.S., Canada, Japan and some South American countries) are buying Sony U-Matic. Every major broadcasting organisation in Europe now owns at least one Philips VCR machine, which is extremely useful for people selling programme material to them. Interchangeability between the countries with different line standards remains a problem, of course: it doesn't cost much to transfer from a 625-line VCR to a 525-line U-Matic, but remembering that the 525-line countries have 525-line U-Matics, you do have to go through the songs and dances involved in standards conversion even to produce a cheap little videocassette to send to, say, the U.S.

### Major agencies

In broadcast advertising, as in broadcasting, the videocassette systems are proving most useful to the enormously efficient management and information

tools for advertisers, advertising agencies and commercial production companies. Once again, the British advertising industry seems, happily, to be standardising on the Philips VCR system, while the Americans are settling for Sony U-Matic. Closed-circuit videotape has always been useful to the advertising industry, and many major agencies, including JWT, Lintas, Foote Cone and Belding, Leo Burnett and others, have enjoyed the use of comprehensive in-house videotape production facilities for many years. Some of the very largest agencies have invested in broadcast-standard equipment, such as £25,000 flying spot colour telecine scanners, to give them a realistic in-house viewing capability and to enable them to check the transmission characteristics of their TV commercials.

Until recently, however, two problems have inhibited the development of the agencies use of low-cost video equipment. The first is that there have been almost as many different recording standards in use as there have been agencies operating equipment—ranging from sophisticated 1 in. Ampex and IVC machines to humble 405-line Sony CV-series 3 in. black-and-white recorders; the second is that internal agency TV systems have been tied to complicated and sometimes difficult-to-schedule in-house cable systems. In other words, an executive wishing to view a tape or a commercial on television has to book prime equipment time and an internal television channel in order to do so.

With the pressure on equipment growing all the time, he has to stick to his allotted fifteen minutes or so; and obtaining replays or extensions of book-ings has led to some of the wittiest examples of internal communications in the history of advertising's witty internal communications.

Add to this the average advertiser's pathological incapacity of adhering to a timetable and his stubborn refusal to learn anything about technical matters and you can begin to understand that even the most cleverly-designed agency TV system occasionally becomes under-utilised and mis-used.

The cassette is going to change all that, and it already has in some agencies. Instead of booking time on the internal cable system, and having a monitor in his office connected to that system, each executive has a VCR machine on his desk, and orders up a cassette of material he wants to see, or show to a client, or whatever, from the central TV service in the agency. This cassette can usually be produced in a hurry (since ad agencies usually do everything in a hurry) and assuming the executive can learn enough about his VCR to be able to switch it on and drop

the cassette into the appropriate slot, he can then view it; review it and show it to clients and minions at his leisure.

Even if the agency hasn't got a colour telecine transfer system (for putting film on to tape) there are now many independent video houses around London who can make colour cassettes from film commercials at short notice (and at reasonable cost); and although the VCR is most useful as part of an integrated internal television service, the smaller agency need buy no more than a cassette machine and a colour monitor in order to be able to realise many of the system's benefits.

### Work in progress

Lintas in London, which has always been a pioneer in agency TV applications, has developed this system more comprehensively than most agencies. It uses VCRs not only for internal purposes but also to enable its clients to look at work in progress, test-commercials and finished jobs by means of cassette machines in their offices. The incidence of VCR machines in London agencies is increasing all the time, and production companies which specialise in videotape commercials, for instance, are now finding that it is worthwhile transferring their sample reels to VCR in help them sell production services to advertising agency creative departments.

Whereas the broadcasting companies and the BBC are already comprehensively equipped with cassette machines, the market for hardware in the advertising industry is still fairly wide open. With over 350 ad agencies in IPA membership, of whom perhaps 100 work with television fairly regularly, and more than 100 TV commercial production companies—not to mention 300 to 400 major television advertising clients—the basic hardware market in this industry is probably worth about £1m, if not more. An infrastructure of companies servicing the market—supplying and maintaining equipment, transferring and copying material on to cassettes and so on—is already growing in London. With the spread of videotape for the production of commercials, the evaluating problems that face the broadcasters are going to be shared by the advertising industry. Cassettes have come along just in time.

## New medium for industry and advertising

By JOHN CHITTOCK

The media industry in Britain has recently been washing some of its dirty linen in public, with the press-fighting back the challenge of television—claiming that advertising on the box was a wasteful over-kill operation. If this particular argument is a valid one, and the isolation of specific audience groups is important to the advertiser, videocassettes and discs could have a shattering impact on advertising. This embryonic industry has already seen the emergence of very sharply-profiled audience networks: doctors, expectant mothers, merchant seamen, school children, accountants, even advertising executives themselves.

Access to these networks is not, as yet, available through any simple procedure. A prospective advertiser wishing to reach the merchant seamen would, at present, have to negotiate with the network operators, and the shipping owners—and there are a number of rival schemes around the world, so that each would require separate negotiations. But some progress is being made, and if Axel Springer's subsidiary in Germany—Ullstein—have their way, it may soon be possible for an advertiser to reach most doctors and dentists in the country on video discs. Rates quoted by Ullstein for their dentist network are DM6,000 for two minutes—but the video disc is given to each dentist in the network and so should receive numerous playings over a period of time.

The video disc, with its extremely cheap duplication

costs on long runs, offers the greatest prospect for the advertiser. In the TeD system, a pvc foil disc only 0.1mm. thick and 21cms. in diameter will yield a 10 minute programme. The cost of the discs is low enough for advertisers to give them away—a new opportunity for TV sponsorship without government control or restriction. Since the disc is unbreakable and flexible, it can be inserted in magazines or used as a mail shot.

The TeD video disc player only becomes available next January, and of course it is anyone's guess as to how vast an audience it will eventually capture. But in time it will certainly challenge the circulation figures of magazines if not television.

### 1,000 schools

In Japan, the principle is already to be seen in action—recruiting blue-collar workers. Mainichi have established there a network in 1,000 schools—each equipped by the company free-of-charge with an EVR teleplayer, colour television and cassette cabinet. Industrial subscribers to the network pay ¥16m. for one 15 minute recruitment programme to be distributed to all the schools—or ¥7.6m. for 300 schools selected by the subscriber. About 40 leading Japanese companies are already subscribing to the service, with 20 more now negotiating contracts. Names already signed up include Honda, Hitachi, Hino, Matsushita, Nippon, Densu, Nippon Oil and Teijin. Programmes

provide a profile of work and life in the company—and reactions are said to be very favourable.

One of the tanker fleet networks, organised from U.K. by Teimar, is shortly to add to its entertainment cassettes a new stream of training material for crews: A London production company, Marine Training Programmes, has been established to produce the programmes. Similar training schemes using videocassettes are springing up in most countries of the world now—the U.S. Army has about 600 Sony U-Matic players for this purpose; Arthur Anderson, the Chicago accountants, have equipped 91 branches likewise; and IBM in the U.K. are reported to have just purchased 600 Sony U-Matic players for the establishment of an internal communications network.

More examples exist, and many more are now being planned or negotiated. On the Continent, Société d'Édition Vidéo Européenne has established a network of 200 leading travel agencies who are being equipped with EVR players; these will be used to show potential customers popular tourist attractions in various countries. Chrysler in U.K. have already started a sales promotion-cum-training network through their dealers' showrooms—using the Philips VCR. Abbey Life have equipped 45 agency and broker branches with conventional videotape recorders for a company communications system—and expect to use videocassettes in the future (they also have equipped a studio for the production of their own programmes).

This activity must be seen in its true perspective—an extraordinary surge of interest, before the videocassette industry has really started to promote itself, and within only a year of equipment becoming available (albeit in very limited supplies).

### Training efforts

It means that industry and commerce has suddenly discovered a new form of communication—and is showing no lack of enterprise in grabbing it. Not only does it promise more effective communication, more concerted efforts at training, another mode of selling and advertising—but it may also help to make the businessman of the future less dependent on travel. The ability to communicate between branches with all the senses, without moving outside the office, could have far-reaching consequences.

The only problem which threatens this revolution comes from the insidious dangers of a new medium in the hands of completely inexperienced users. When businessmen have communicated by words, they have benefited from a long heritage of literacy. But it is regrettably true that the manipulation of moving pictures as a mode of communication demands completely new levels of literacy, or picturacy as it has been called. To mis-quote Marshall McLuhan, the message is the medium—and until that lesson has been learned, many of the messages are going to be confused, ambiguous or downright boring.

## REW The finest video & audio centres in Europe.

REW have been established for over a quarter of a century and are one of the most experienced companies in the Audio Visual field. Our premises in S.W. London cover 7,000 sq. ft. and include Recording Studios, Demonstration Studios and Departments fully devoted to Video where we can undertake tele-cine, copying, editing, 4 in. or 1 in. formats. The service facilities include 2,500 sq. ft. of workshops with latest equipment and fully qualified staff. REW are agents for Ampex, Sony, Siba, Philips, Akai, National, etc. (All English and American Standard). We carry large stocks which are available for immediate delivery. No job is too large or too small for REW Audio Visual Co. Contact us today.

HIRE SERVICE: We have for hire a comprehensive range of latest Video Equipment. Send for our rate card now.

REW AUDIO VISUAL CO.  
REW House, 10-12 High Street,  
Colliers Wood, London SW19 2BE.  
Tel: 01-540 9634/5/6  
OPENING SOON  
New Video Showroom at Centrepoint:  
21 St Giles High Street, London WC2.  
Tel: 01-520 9182-9183

## "independent private television"

### TELECINE SYSTEMS (SUPER 8 & 16 mm.) VIDEOCASSETTE SYSTEMS

TELECASSETTES (INDEPENDENT PRIVATE TELEVISION) LTD  
RUST HALL, LANGTON ROAD, ROYAL TUNBRIDGE WELLS, KENT

### You too can be a Big time producer

If you want a television system see us. We'll supply you with everything, from a basic single cassette player to a complete professional studio. So when you're ready to become a big time producer just call. And after we've set you up with a video system we'll throw in a cigar. Our Pinewood Head Office number is Slough 35888.

**ZOOM television** puts you completely in the picture



# Spelling out 'truth in lending'

BY SANDY McLACHLAN

GOVERNMENT'S White force, he can still be in the Reform of the Law on dark—or at the mercy of the Credit, aimed at unscrupulous—when it comes to borrowing money. This is a voluntary code drawn up by the Organisation of Trade and Industry.

Further difficulties arise where the granting of a loan involves additional payments, such as search fees. If these are added to the cost of obtaining the loan and then the true interest is worked out, the rate charged can soar into the 20 to 40 per cent. bracket.

The complaint about this is not that it is necessarily usurious, but that people do not know how much they are really paying. Sometimes cases of genuine hardship crop up; but a more frequent criticism is that, without some sort of standard guidance, there is no way for people to judge whether they want to go ahead with a particular transaction, and which is the best way of going about it.

**Rebates**  
The Government's answer has been to adopt a standard formula for calculating the true rate of interest which all lenders must follow within the £30 to £5,000 loan limits covered by the proposals. In all advertisements other than those simply stating that credit facilities are available, the lender must state the cash price of the goods or the amount of the loan, the charge for credit both in money terms and in percentage terms according to the formula, the number and amount of instalments, and the total sum payable.

When a lender is quoting a credit charge to a borrower, any compulsory charges—for a loan early, if he has suffered example, life insurance—must be added to the cost of the credit and the interest rate worked out on that basis. Together these proposals will ensure that the borrower knows what the real cost of his loan is going to be.



Mr. John Methven, Director-General of Fair Trading, leads the campaign to safeguard consumers' rights—now to include better protection for borrowers.

instalments as originally arranged. In order not to penalise lenders who have genuinely incurred substantial expenses at the start of the contract, the rebate will be calculated as though the repayments stopped three months after they actually came to an end.

These provisions will go a long way to protect the unsuspecting borrower from the pitfalls of hidden charges, but this is only one aspect of helping him to know what he is letting himself in for. The Bill will also contain a number of provisions protecting the borrower right through the process of arranging credit and signing an agreement.

## Documents

Removal of pressure is a theme which runs right through the White Paper. Door-to-door canvassing as such is not to be banned, except in the case of salesmen offering loans. The Government is, however, considering a total ban on telephone canvassing and has decided to stop the unsolicited mass mailing of credit cards. Door-to-door salesmen will have to be licensed if they are promoting the sale of goods on credit terms, and to qualify for a licence the salesman must represent the providers of credit or the seller of the goods concerned.

The Government is planning to extend the idea of a cooling-off period during which the prospective borrower can change his mind on virtually all consumer loans, with the exception of mail order and loans to purchase houses.

Under the Bill, there is power

to lay down in detail the contents of agreement documents. It will insist on the inclusion of some provisions, and make sure that others which would be harsh or unreasonable are excluded. Effectively the aim is to prevent a borrower getting caught out by the small print. Provided therefore that the borrower takes the trouble to read his credit agreement, he will be in a much better position to know exactly where he stands. If he still finds that he is not getting a fair deal, he will be able to seek redress in the courts.

At present the courts have power under the Moneylenders Act to override a harsh agreement made by a registered moneylender. There is a presumption that, unless there is evidence to the contrary, an interest rate of more than 48 per cent. per annum is excessive. This power over agreements is now being extended to all credit transactions, but the 48 per cent. guideline goes and each case will be taken on its merits, with the onus on the lender to prove that the rate is not excessive. This aspect of the White Paper completes new rules. This quasi-judicial function should make it easy for him to get them to toe the line. The most difficult part of his job will probably be to educate the public in the uses of credit, which is one of the tasks given him in the White Paper.

The consumer credit legislation will put the borrower in a much stronger position than ever before to make sure that he is getting a fair deal. But the final analysis, the use of this strength is up to the borrower himself.

## Customers

Another provision allows the borrower redress against the lender in the case of faulty goods where the lender and the seller are partners and the seller has not rectified the faults.

A more important clause relates to credit reference and

## Labour News

### China clay appeal pay rise fails

JEL HOWELL, LABOUR REPORTER

CLAY employers have their bid to overturn a £3.50 to £3 a week 8,000 workers' appeal. The company—which owns the 14 companies in the china clay industry covered by the Pay Board order—is the first to have appealed to Mr. Macmillan against an order. The legislation provides power to set aside an order in "exceptional circumstances" but the Minister's decision makes clear that the power is not likely to be used frequently.

**Deterrent**  
It is likely to deter other employers from using the "exceptional circumstances" appeal as a regular move to try to overturn Pay Board orders. The Board ruled that china clay workers—who received £1 plus 4 per cent. increases in April—were not entitled under the Phase Two legislation to further pay increases for 12 months.

Under a productivity and profit-linked agreement the china clay workers were paid additional £2.50 to £3 a week increases in August until the Pay Board issued its order and the payments stopped.

### Every pickets reported Court

ER CARTWRIGHT, MIDLANDS CORRESPONDENT

5 OF the Transport and Workers Union who were picketing Davenport's in Birmingham for the lay-off in support of a claim have been found guilty of failing to end their picketing yesterday. The court, which heard the case on a preliminary basis, found that the union's picketing was unlawful and ordered that the union be fined £5,000 but on that occasion the picketing was not lifted. The bargaining issue at Davenport's has been referred to the Commission on Industrial Relations.

### es fails to change C leadership pattern

N ELLIOTT, LABOUR EDITOR

S LED by Mr. Jack earlier this month, are three of the Transport and Workers Union, who is in charge of leadership structure. Mr. Ken Graham (communications and general secretary) and Mr. David Lee (economics and research). But other contenders are likely to emerge.

Mr. Jones had wanted to re-grade TUC departmental heads as assistant secretaries and not appoint a direct "Number Two" interpretation of his motives include suggestions that he was trying to prevent Mr. Murray becoming a national figure like Mr. Feather by keeping him tied by work to TUC headquarters. Another result would be to prevent an heir apparent to Mr. Murray emerging.

## Concorde 02 halves Atlantic time

BY ROBERT MAUTHNER

CONCORDE 02 today returned home to Paris from Washington after an apparently highly successful visit to the U.S. and South America in a new record time for the Washington to Paris crossing. It covered the 3,380 nautical miles between the two capitals in only three hours, 33 minutes—about half the time needed by the fastest subsonic planes.

Even more important for the directors of the British and French companies which have produced the aircraft—Mr. Henri Ziegler of Aerospatiale, and Mr. Geoffrey Knight, vice chairman of British Aircraft Corporation—was the fact that Concorde accomplished its feat with a full payload and with some fuel to spare.

## Lords group backs EEC 'monitor' panel

BY DAVID WHITE

PLANS FOR a special panel to monitor EEC policy-making proposals are set out in a report published yesterday by a House of Lords committee.

This task is becoming increasingly urgent, in view of the absence of Parliamentary procedure for scrutinising and reporting on Common Market decisions at their draft stage, says the report of the Select Committee on European Instruments.

The all-party group, headed by Lord Maybray-King, former Speaker of the House of Commons, supports a Select Committee procedure to sift the mass of Community documents and ease the "two-way" flow of opinions and ideas between Parliament and Common Market institutions.

## Fire-raiser feared at Heathrow

BY MICHAEL DONNE, AEROSPACE CORRESPONDENT

FEARS THAT a fire-raiser may be at work at Heathrow Airport were expressed yesterday after a blaze in the long-haul departures terminal.

The fire broke out in the roof of the terminal, where the central heating unit is installed. Passengers and staff were evacuated, but later it was reported that damage was not extensive.

Nevertheless, the blaze caused disruption in the terminal, delaying many flights and causing traffic jams building up both inside and outside the airport.

Mr. Harvey Burrows, deputy chief constable of the British Airports Authority, said the fire was being treated as having been started maliciously. The airport police had collected "considerable evidence" on the number of such incidents at the airport in recent months.

A total of 12 fires in the passenger buildings and airport offices since July 5 have been investigated by both the Airports Authority and Metropolitan Police. Staff have been alerted to watch for a fire-raiser as a result of today's fire.

Mr. Burrows commented yesterday: "It all seems too much of a coincidence. There has been a series of fires since July, and many of them have started like this, in electric power rooms."

What worries the police is that the blazes are growing worse each time. Yesterday's fire is estimated to have cost the airlines and the Airports Authority around £100,000 in direct damage and delays to aircraft.

Telephones at Heathrow Airport blew a fuse yesterday providing free calls for about two hours. It happened after a visitor found he could make a call without dropping money in the box. Within minutes people were telephoning friends, some to New York.

## Everybody knows that a city M.D. has fringe benefits. But a city M.D. with a branch office in Chartwell House has fringe benefits the city can't match.



Chartwell House, 50 Minutes from Liverpool Street can offer you more than the city at around £2 per square foot. Chartwell has charms beyond price.

For further details:  
**THE HAMMERSON GROUP OF COMPANIES**  
100, Park Lane, London W1Y 4AR Tel: 01-629 9494



# COMPANY NEWS + COMMENT

## British Vita half-way profit doubled

FIRST HALF profits of British Vita, the plastics and rubber group, are more than doubled from £450,000 to £1,020,000, and chairman Mr. N. G. Smith looks forward to continued progress in the rest of 1973.

Earnings per 25p share are shown to have gone up from 12p to 10.3p.

The first-half results are in line with indications made at the annual meeting, when the chairman looked to a return to more normal profit levels.

He explains that U.K. trading conditions improved, while progress continued overseas.

The interim dividend is 1.925p per share net—equal to 2.5% gross against 2.5p. The 1972 total was 2.25p, paid on 10p ordinary shares. In 1971 and 1970 respectively profits were £1.6m and £1.7m.

External turnover  
Trading profit  
Share dividends  
Profit before tax  
Taxation  
Extraordinary items  
Net profit  
Interim dividend

### comment

As expected, British Vita is on the recovery path, though this of the £570,000 improvement in pre-tax level was not too much based on the corresponding period was depressed by £100,000 last year through the power strike and £160,000 from a bad debt which hit the cellular cushioning division. One unexplained feature of these half-time results, however, is the 17 per cent drop in associated companies' profits over the preceding six months. Depending on one's interpretation of the Board's prediction of a "continuation of the upward progress this year," pre-tax profit could be as high as £2.3m. But taking double first-half figure, the shares at 13.5p (up 6p last night) are on a maximum prospective p/e of 6.8, a rating that seems to be waiting for proof of the recovery.

## Combined Austin top £109,000

Profits of Combined Austin Samuel Holdings in the year to September 30, 1973 should be materially in excess of the results for 1971-72, state the directors in their interim report.

In the six months ended March 31, 1973 profit amounted to £109,045, compared with £20,800 for the six months ended April 30, 1972. For the 11 months ended September 30 profit amounted to £108,017.

When the year's results are announced the directors intend to declare a dividend of not less than the equivalent of the 8 per cent gross paid for the previous 11 months.

After tax £24,339 (£10,377), the first half net figure emerges at £25,106 (£18,611). The results exclude any contribution from the 50 per cent share in Marcrest Properties.

## TAX-FREE INCOME

# 10% p.a.

from an investment that can be cashed at any time.

Compare this with your present after-tax investment returns.

If you are getting less, want more and have £5,000 or more to invest, complete the coupon or telephone.

**p.a.**

For basic details apply to:

**Bevington Lowndes Ltd.**, 5 West Halkin Street, London, SW1.  
Tel: 235 8000 (10 lines, 24-hour service).  
Branches at Bristol 43189, Edinburgh 225 1612, Manchester 833 0971.

Name

Address

Day Tel. No.  Max. Tax Rate

Age  Amount Available for Investment £

**Bevington Lowndes**

This Advertisement is issued in compliance with the requirements of the Council of The Stock Exchange. It does not constitute an invitation to the Public to subscribe for or purchase any shares.

## BELL & HOWELL

### BELL & HOWELL COMPANY

(Incorporated under the laws of Illinois, United States of America)

Shares of Common Stock of no par value

Authorised 20,000,000 Issued 5,731,080

The Council of The Stock Exchange has admitted to the Official List all the Shares of Common Stock of no par value in issue at 31st August, 1973. Particulars relating to the Company are available in the Extel and Moody's Statistical Services and copies of the statistical cards may be obtained during usual business hours on any weekday (Saturdays excepted) up to and including 11th October, 1973 from—

**J. Henry Schroder Wagg & Co. Limited**

120 Cheapside, London EC2V 6DS

or **Rowe & Pitman**

Woolgate House, Coleman Street, London EC2R 5BL

## Harrison's growth forecast

PRINTERS, engravers, bookbinders, etc. Harrison and Sons, announce first half 1973 pre-tax profit up from £181,000 to £248,000, on a turnover of £3.74m, against £4.97m.

And the directors anticipate that the final results, subject to any effects from Phase Three, will reflect a continued advance over those of the previous year when the profit was £372,323.

An interim dividend of 3.95p per share, net, equal to last year's 5.5 per cent, gross, is declared. The 1972 gross total was £1.1m.

First half turnover increased from £3.03m to £3.74m, and pre-tax profit expanded to £248,000, compared with £181,000 for the first half of 1972 when output was seriously affected by an industrial dispute.

In the second half the pattern of sales and profit will be generally similar to that for the first, the directors state.

Earnings per 25p share for the six months are shown at 4.5p compared with 3.7p.

An interim dividend of 0.7p net, equal to last year's 1p gross, is declared. The 1972 gross total was £3.4125p.

### comment

Over the last couple of years Harrison has been carrying out major alterations at several of its subsidiaries. The benefits from these first started to show through in the final quarter of 1972 and they have continued to provide a boost to profits so far in the current year, lifting the first-half pre-tax level by 34 per cent, on a 13 per cent rise in turnover. There should be more to come from this source in the second half and with demand still buoyant, the group looks well placed to produce full-year profits in excess of £1m pre-tax. Moreover, the longer-term electrical

### INDEX TO COMPANY HIGHLIGHTS

Company	Page	Col.	Company	Page	Col.
Amalg. Industrials	29	2	Legal & General	33	2
Apex Props.	28	4	Metropole Inds.	29	7
Assoc. Food	28	4	Pentland Inds.	29	7
Authority Invests.	28	3	Porcelains-Holst.	29	1
British Vita	28	1	Ramar Textiles	29	4
Clarke Chapman	33	1	Robb Caledon	28	5
Coltress Group	30	1	S.E.E.T.	29	3
Combined Austin	28	1	Silverthorne	29	4
Dolan Packaging	28	4	Steinberg & Sons	29	8
Fitch Lovell	29	4	Town & City Props.	28	4
Harrison & Sons	28	4	Wadham Stringer	28	4
Helical Bar	33	3	Willows Francis	29	1
Hume Holdings	29	6	Winn Industries	29	1
Inter-City Investment	28	7	Wolstenholme Bronze	28	7
Laurence Scott	28	3	Woodside Burnham	29	2

## Peak £0.97m. by Dolan

SECOND HALF profits of Dolan Packaging expanded sharply from £227,686 to £569,971, pushing up the total for the year ended June 30, 1973, to a record £970,262—an increase of £332,238 on 1971-72. Earnings per 10p Ordinary share are shown to be up from 4.54p to 6p.

The dividend is raised from 2.4p to a gross equivalent 3.22p per share. The final is 1.4533p net—equal to 2.079p gross.

Turnover ... 1,230,732 6,328,728  
Trading profit ... 1,230,732 6,328,728  
Derecognition ... 278,473 241,829  
Loan interest ... 68,345 68,345  
Profit before tax ... 483,914 628,498  
Taxation ... 494,700 261,000  
Net profit ... 488,862 278,498  
Dividends ... 142,548 104,246  
Retained ... 346,314 174,252

### comment

Dolan has increased its 1972-73 profits by 32 per cent, before tax, on a sales rise of 50 per cent. The margin improvement and the second-half acceleration (first-half profits were up by 29 per cent, pre-tax on a 17 per cent rise in turnover) both owe something to the fact that the second six months of 1971-72 were depressed by the fuel crisis. However, they also reflect the group's recent efforts to utilise fully the capacity which it has been expanding steadily for the past few years. Last year's profits are shown after charging a loss in excess of £100,000 attributable to Bristol Corrugated Container which started trading during the year. This is now making profits so, given that demand for packaging is still high and that the group is continuing to expand capacity (£600,000 being invested in new plant in the last year), further growth in profits looks fairly certain. This suggests that the shares at 12.4p on a net p/e of 9.1 (fully diluted) are undervalued.

## Wadham Stringer expansion

EXCLUDING purchase tax, first-half 1973 turnover of Wadham Stringer expanded from £21.1m to £26.3m, and pre-tax profit advanced from £918,000 to £1,034,000.

The second half opened well and prospects are reasonably encouraging, although they could be affected by any Government action and the supply situation, the directors state. However, they hope that the year's figure will be a record—£1,732,000 for 1972.

Earnings per 10p share are shown at 2.35p for the half-year—this would have been 2.72p under the previous tax system and represents an increase of 0.15p per cent over 1972.

An interim dividend of 5.6p net, equal to last year's 5.8p per cent, is declared. The 1972 gross total was £1.732p.

Commenting on the results the chairman, Mr. F. C. Stringer, says the new vehicle market was more buoyant than expected, but supplies from manufacturers were restricted—only 74 per cent of contracts were received. On a comparable basis this was approximately the same number of new units as in the first half of 1972.

Expansion of the commercial vehicle division, predicted "most likely" due to the rising demand, and considerable integration and rationalisation is taking place which will have continuing benefits. The manufacturing division is operating to capacity and has a "very full" order book.

A re-valuation of group properties is being carried out. Initial indications are that it will be a "very substantial" surplus over book.

Together with St. Martins Property Corporation the initial disposal of properties has been completed, and work has commenced where opportunities exist.

First half 1973  
Turnover ... 21,100 26,300  
Profit before tax ... 1,034,000 918,000  
Taxation ... 281,200 241,800  
Attributable ... 852,800 676,200  
Profit, div. ... 852,800 676,200  
Ordinary ... 124 130

### comment

Although July and June were bad months for the motor distributors, with new registrations on a downward trend, those who have reported for the first six months of 1973 have shown reasonable progress. Wadham Stringer, however, can hardly claim such an achievement, with first-half profits 13 per cent higher on sales up by 24 per cent. Three late acquisitions last year accounted for all the sales increase and £170,000 of profits, suggesting that the rest of the group experienced some downturn. Manufacturers' delivery delays are evidently to blame for this poor performance: the company claims that about £300,000 would have been earned pre-tax had it not been for this problem. Without an improvement in the supply position, the company—with bank overdrafts now approaching £32m (up by over £1m since the last balance sheet)—could find the going tough. This being the case, an above-average net p/e of just under 15 on past 12 months earnings at 33p needs all the support of takeover gossip.

First half 1973  
Turnover ... 21,100 26,300  
Profit before tax ... 1,034,000 918,000  
Taxation ... 281,200 241,800  
Attributable ... 852,800 676,200  
Profit, div. ... 852,800 676,200  
Ordinary ... 124 130

### comment

Although July and June were bad months for the motor distributors, with new registrations on a downward trend, those who have reported for the first six months of 1973 have shown reasonable progress. Wadham Stringer, however, can hardly claim such an achievement, with first-half profits 13 per cent higher on sales up by 24 per cent. Three late acquisitions last year accounted for all the sales increase and £170,000 of profits, suggesting that the rest of the group experienced some downturn. Manufacturers' delivery delays are evidently to blame for this poor performance: the company claims that about £300,000 would have been earned pre-tax had it not been for this problem. Without an improvement in the supply position, the company—with bank overdrafts now approaching £32m (up by over £1m since the last balance sheet)—could find the going tough. This being the case, an above-average net p/e of just under 15 on past 12 months earnings at 33p needs all the support of takeover gossip.

## HARROTT'S 14% VETOED

The Treasury has vetoed the dividend of 14 per cent, net (20 per cent, gross) recommended by the knitwear and hosiery group Harrott and Co. for the year to March 31, 1973, and the payment is now 11.76 per cent, net, equal to 16.5 per cent, gross. For the previous nine months there was a payment of 20 per cent.



Lord Harcourt, chairman of Legal and General Assurance, which yesterday reported increases for all major classes of its business in the first half of the current year.

### DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corresponding dividend	Total for year	Total for year
Amalg. Industrials ... Int. 3(p)	Jan. 1	Jan. 1	2.3	2.3	2.3
Authority Investment ... 2.637(n)	Nov. 1	Nov. 1	2.3	2.3	2.3
British Vita ... Int. 2.731(e)	Jan. 9	Jan. 9	2.3	2.3	2.3
Clarke Chapman - John Thompson ... Int. 1.475	Jan. 4	Jan. 4	2.3	2.3	2.3
Coltress Group ... Int. 0.644(m)	Oct. 24	Oct. 24	2.3	2.3	2.3
Dolan Packaging ... 2.081(u)	Oct. 29	Oct. 29	2.3	2.3	2.3
Harrison and Sons ... Int. 3.555	Nov. 5	Nov. 5	2.3	2.3	2.3
Harrott ... Int. 0.971(b)	Nov. 5	Nov. 5	2.3	2.3	2.3
Inter-City Invest. ... Int. 0.971(b)	Nov. 5	Nov. 5	2.3	2.3	2.3
Jove Investment ... 4.25	Jan. 4	Jan. 4	2.3	2.3	2.3
Legal and General ... Int. 2.143(h)	Jan. 1	Jan. 1	2.3	2.3	2.3
Laurence Scott ... Int. 0.773	Jan. 8	Jan. 8	2.3	2.3	2.3
Pentland Inds. ... Int. 2.1	Nov. 16	Nov. 16	2.3	2.3	2.3
St. George Rabber ... Int. 1.45	Nov. 22	Nov. 22	2.3	2.3	2.3
Silverthorne ... 14(d)	Nov. 22	Nov. 22	2.3	2.3	2.3
Telephone & General Int. 2.711(q)	Oct. 29	Oct. 29	2.3	2.3	2.3
Wadham Stringer ... Int. 5.6	Nov. 27	Nov. 27	2.3	2.3	2.3
Willows Francis ... Int. 1.97(g)	Dec. 10	Dec. 10	2.3	2.3	2.3
Winn Industries ... Int. 1.45	Nov. 16	Nov. 16	2.3	2.3	2.3
Wolstenholme Bronze ... Int. 10(f)	Jan. 3	Jan. 3	2.3	2.3	2.3

\* Equivalent after allowing for scrip issue. † Pence per share.

Capital increased by rights and/or acquisition issues. ‡ Net—equal to last year's gross. (a) Gross of 1.4533p. (b) Gross of 0.65p. (c) Gross of 2.1p. (d) Gross of 0.8p. (e) Gross of 1.925p. (f) Gross of 1.7p. (g) Gross of 1.12p. (h) Gross of 1.3p. (i) Gross of 11.76 per cent. (j) Dividend of 14p net, net voted by Treasury. (k) For nine months. (l) Net. (m) Gross of 1.8375p. (n) For 13 months. (o) Gross—at least 6 per cent, total is forecast. (p) Gross of 1.9p. (q) Net of Rhodesian tax. (r) For seven months.

## Inter-City Investment to advance

REPORTING AN 18 per cent increase in first half profits Mr. J. Harris, chairman of Inter-City Investment Group, tells members of the group that the company's current trading indicates that growth will continue and that the profit for 1973 will show a good improvement over the £223,488 achieved last year.

From a turnover of £20.5m, against £18.6m, first half profits are ahead at £241,000, compared with £204,000.

The chairman explains that the diversion of resources from short term investments to the development of its trading subsidiaries and associates has led to the substantial increase in turnover and to a significant increase in profit attributable to the trading activities of the subsidiaries.

The interim dividend is 0.63p net—equal to 0.8p gross per 20p share, against 0.82p previously. The 1972 total was 1.73p.

Statement Page 32

## Robb Caledon profit may be lower

For the current year of Robb Caledon Shipbuilders chairman Sir John Brown says that while he expects the group to continue to show a profit, on the basis of performance to date and bearing in mind the reduction in the rate at which construction grants will be payable, it is unlikely to equal the profit of 1972-73.

He explains also that an earlier shortage of suitable orders has led to an imbalance in labour loading on contracts between the various trades so that the policy

## Associated Food

Mr. R. W. Young, chairman of Associated Food Holdings, grocery distributors associated with SPAR and VIVO, reiterated his forecast of a significant increase in profits for 1973-74 at the annual meeting. The results, he said, for the first 16 weeks of the current financial year were "encouraging."

## Wolstenholme Bronze growth

FIRST HALF, 1973, group profit of Wolstenholme Bronze Powders increased from £408,554 to £492,183, subject to tax of £211,631, against £156,232, and the chairman, Mr. P. L. M. Rink, forecasts that the year's profit will exceed the £889,653 for 1972.

He points out that large and rapid increases in the cost of copper, the principal raw material, adversely affected results for the half-year. Other factors, however, rather worked in the company's favour and assisted in moderating the effect on margins.

Prices have now been adjusted and the volume of orders remains very high. With the unusually long order book we have at present I have every confidence that, barring unforeseen circumstances, our results for the full year will be satisfactory and will continue the steady growth that has been made through the last three decades," the chairman declares.

An interim dividend of 7 per cent, net, is declared. This is equivalent to 10 per cent, gross, and compares with 8 per cent, net, for 1972. The larger increase is partly to provide a better balance between interim and final, and partly to compensate for loss of interest by the deferred payment of the dividend (21.4 per cent, last year) will depend on legislation, but the directors wish to make a larger distribution when they are permitted to do so.

The volume of orders received during the nine months to September 30 was "overwhelming" and well in excess of production facilities, and requirements of customers were not fully met. Steps are being taken to remedy this situation and a considerable capital expenditure programme is now in progress.

In addition, the move of the factory at Heston to Darwen, which created greater difficulties than had been envisaged, is now complete and the plant is operating successfully.

The factory at Heston has been sold at a substantial capital profit which is not included in the half-year figures.

### comment

The improving activity level of the engineering industries, clearly reflected in six-month profits at Wolstenholme, is higher by a fifth, before tax, than the year-ago figure. Hardening copper prices escalate the group's bill for raw material, but demand has completely stripped manufacturers' capacity and allowed Wolstenholme to secure orders on the most profitable terms. This half, selling price has now under way capacity increase to output. Meanwhile, a proposed net p/e of 10.7, full dividend of 23.4p, and assuming 1/2 profits of just over £1m, has clear support: the 50 per cent export content of sales, and a larger distribution when they are permitted to do so, are one day get around to a more ambitious programme of diversification.

## UNIT TRUSTS

### Target Cost-of-Living Realisation Plan

The Target Cost-of-Living Realisation Plan launched yesterday is based on a minimum investment of £250 in the Target Income Fund, and the investor can choose an initial rate of tax paid "income" of between 5 per cent and 8 per cent.

The first six-monthly payment is made at the rate chosen but subsequent payments, each May and November, will be adjusted automatically to take account of any change in the Retail Price Index as calculated by the Department of Employment and Productivity in March and September each year.

It is the aim of the plan to provide the capital element of the payments out of the future capital growth of the fund. Therefore, although the number of units held will decrease, investors may reasonably expect their capital to increase over the medium term to long term.

## NOTICE OF REDEMPTION To the Holders of FUJI PHOTO FILM CO., LTD.

(Fuji Shashin Film Kabushiki Kaisha)  
6 3/4% Convertible Sinking Fund Debentures due October 20, 1985

NOTICE IS HEREBY GIVEN that, pursuant to the provisions of the Indenture dated as of December 1, 1970 under which the above-described Debentures were issued, Morgan Guaranty Trust Company of New York, as Trustee, has selected for redemption on October 20, 1973, through open market, the following 100% of the principal amount thereof, together with accrued interest to said date: \$147,000 principal amount of the above-described Debentures. The serial number of said Debentures so selected are as follows:

1472	2115	2323	4470	7770	8118	8838	9503	10928	12149
------	------	------	------	------	------	------	------	-------	-------

On or after October 20, 1973, the Debitures selected for redemption will fall upon presentation and surrender thereof at the Corporate Trust Office Morgan Guaranty Trust Company of New York, 15 Broad Street, New York, New York 10003, or at the principal offices of the Morgan Guaranty Trust Company of New York, 15 Broad Street, New York, New York 10003, the Citicorp Building, 60 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005, the Citicorp Building, 100 Pine Street, New York, New York 10005







## Coltness ahead by 122%

ON A RISE of 27 per cent. in turnover to £1,962, pre-tax profit of Coltness Group for the six months ended June 30, 1973, increased by 122 per cent. to £208,611 from £94,067.

The interim dividend is 0.843p net per 25p share compared with 0.6125p, and the directors expect to pay a higher total for 1973 than the 1.225p for 1972, subject to any imputations imposed.

Mr. Eric Gibbons, chairman, says the results, achieved at a time of escalating raw material and overhead costs, reflect improvements in efficiency throughout the group.

Demand for products of the trading subsidiaries continues strong and it seems likely that the current level of activity will be maintained for the rest of the second half. Profit for the year 1973 was £285,347.

First-half net profit came out at £138,811 (£98,967), after tax of £70,000 (£25,000).

Since June 30, the group has acquired Ernest Abram (Brickworks) and a 20 per cent. interest in Pope and Pearson. It has already announced the intention to transfer the Coltness brick-making interests to Pope and Pearson, subject to the agreement

### COUNTRY CLUB PLAN APPROVED

Outline planning permission for a country club sports complex, in Cirencester Park, Gloucestershire, was granted yesterday to the trustees of Earl Bathurst, Scottish & Newcastle Breweries and Golf Services International will participate in the project.

The complex will include an 18-hole championship golf course and a nine-hole par three course designed by Ben Wright, Financial Times golf correspondent.

There will be a 30-bedroom clubhouse, restaurant, squash and badminton courts, and a swimming pool. Work begins in November.

### MINING NEWS

## It's only long-term joy for Western Mining

BY LESLIE PARKER, MINING EDITOR

BY AND LARGE the statement by who is prepared to look well ahead could prosper. Whether or not he will do so in the shorter view depends primarily on the factors, future currency moves and the timing of international nickel's next raising of the world nickel price.

Sir Lindsay ventures no official forecast. But he stresses the currency setbacks that have been suffered, setbacks that have been compounded by Australia's latest upvaluation of its dollar. Moreover, he points out that the favourable effect of forward exchange dealings will be less in 1973-74 so that the influence of currency moves will be more severe.

At the same time Sir Lindsay is not able to predict the kind of 35 per cent. nickel sales increase which was the major factor in Western Mining's earnings growth last year. All this seems to add up to a standstill period in the company's fortunes.

### Uranium hopes

Looking further ahead, however, there are a number of interesting ventures in the pipeline. And one is more exciting than the Yeelrie uranium prospect in Western Australia where ore reserves are estimated at 32m. metric tons containing 0.4m. tons of uranium oxide of which 0.25m. tons are averaging 8 lbs per long ton.

Prospecting thereof has been completed but Sir Lindsay warns that the timing of production must await pronouncement of the new Australian Government's uranium export policy. There is also the Hall Creek coal deposit in Queensland now seeking contracts with Japan. Thines are also looking up for Western Mining's gold segment.

The verdict on the shares, 111p last night, must be that a buyer

### CANADIAN IRON ORE GROWTH

It is reported by our Montreal correspondent that Quebec Cartier Mining, wholly-owned subsidiary of United States Steel, is going ahead in the development of the Fire Lake iron ore deposit in the Quebec-Labrador trough at a cost of \$50m. (£30m.).

This will lengthen the life of the Lac Jeanne "concentrator". The Steel Company of Canada will be a partner in the project and probably Sidbec, the Quebec Government-owned producer, and Syco of Nova Scotia. Initial rate of production will be around 1.5m. tons of concentrates a year.

Quebec Cartier has nearly completed its \$400m. (£163m.) expansion at Mount Wright in the same region bringing its own capacity to 1.6m. tons of concentrates.

### W. TITANIUM'S NEW PLANT

The Consolidated Gold Fields group's beach sand miner in Western Australia, Western Titanium, confirms that its new 30,000 tons per annum ilmenite upgrading plant is due to come on stream in the second quarter of next year and is expected to be fully operational in the company's year to June, 1973.

Negotiations are stated to be well advanced for the sale of the major proportion of the plant's scheduled production. The company has loan facilities of up to \$5m. (£3m.) from the parent com-

pany Consolidated Gold Fields Australia to finance the plant but so far all costs have been met from Western Titanium's own resources.

At June 30, ore reserves were put at 7.1m. tons of heavy mineral. This is in the Cape area and does not take any account of the possibility at Eneabba which, as reported here on September 18, is still the subject of litigation. Net profit last year was \$0.93m. and dividends totalled 10 cents.

Western Titanium is 32 per cent. owned by CGFA in which Consolidated Gold Fields has a 65 per cent. stake. The Gold Fields group's major Australian beach sand miner, Associated Minerals Consolidated, is also considering ilmenite upgrading. Studies should be completed during the company's year to next June. AMC's 1972-73 net profit was \$1.66m. and dividends totalled 22 cents. CGFA's interest in this case is 61 per cent.

### HIGHER 'FREE' GOLD SALES

After having sold virtually all its gold production on the free market during the week to September 14, South Africa has taken a step further in the past week and sold some of her reserves as well on the open market. The move will thus be given the difference between the monetary price and that obtained for these sales.

At the same time, it must be emphasised that the reserve sales could only have been small. Reserve Bank figures for the past week showing that gold holdings fell by a modest R1.8m. to R574m. Even so, this was the first fall since the week ended February 23 when holdings totalled R332.5m. and the past week the free market gold price has held remarkably steady.

### MORGAN GRAMPIAN DEALS

Morgan Gramplan is issuing 43,000 Ordinary shares in consideration of £20,750 for the acquisition of 70 per cent. of the issued Ordinary shares of Spotlight Publications, which is now wholly owned as the other minority interest was acquired in July 1973 for approximately £20,000 in cash.

Morgan Gramplan and the new YNU-Goffrey Perry Company—British European Assoc. Publisher—are to join forces to join forces to develop women's interest magazines.

As part of this agreement BEAP are to buy from Morgan Gramplan 30 per cent. of MS Publishing, publishers of Over 21, which Morgan Gramplan recently acquired from Audrey Slaughter and her co-directors.

MS is then to become the base for further acquisitions and the development of additional titles.

The joint company will have complete access to the services available from both Morgan Gramplan and YNU who in Holland has 70 per cent. of the women's interest magazine market.

SHANGHAI ELECTRIC BID APPROVED

The result of the vote taken yesterday following the meeting of Ordinary shareholders (other than Briery Investments) showed that shareholders approved the offer by Briery for the acquisition of the Shanghai Electric Construction Company.

The poll had been required at the Court meetings on September 19, 1973, in accordance with the offer scheme, as amended, to give a premium of 16 per cent. over net asset value as defined in the scheme which will presently be submitted to the Court.

BONOCORD DEAL COMPLETED

Bonocord announces that the acquisition of Lion Oil Tool Holdings (International) by EAZ Group, has now been completed. The 9,500 Ordinary shares issued by Lion have been acquired by EAZ for an initial cash payment of £250. Further consideration may become payable dependent upon results of Lion for the period January 1, 1973 to December 31, 1973.

Net assets of Lion based on the balance sheet at December 31, 1972, were £12,823. The result for the year 1972 was a loss before tax of £9,315.

ROSS PURCHASE FROM UNILEVER

The previously announced discussions about the possible acquisition by Ross Poultry of the poultry meat processing company of Van Breugel's, B.V., of Burenveld, Netherlands, a subsidiary of Unilever, has led to complete agreement. It becomes effective from October 1 next.

MCCORQUODALE ACQUISITION

In a deal worth about £31,000 McCorquodale and Co. has acquired the goodwill and certain items of plant and machinery relating to the business of colour cards and colour books formerly carried on by Berger Jensen and Nicholson in the U.K. consideration is \$3,333 Ordinary shares.

NO PROBE

The DTI does not intend to refer the proposed merger between Legal and General Assurance Society and Cavendish Ltd to the Monopolies Commission.

TRITEV EXPANDS

Tritev is to acquire Old MUI (Leeds) and its trading subsidiaries, Sportswear and Brillingston.

## Tax doubts hit Irish mines

FOLLOWING Ireland's decision, reported yesterday, to withdraw the 20-year tax holiday which was introduced in 1967 for the country's mining industry, the majority of the companies involved have requested a suspension of international dealings in their shares pending clarification of the new tax set-up which, it is thought, could mean a top rate of over 30 per cent.

They include Canada's Northgate Exploration, Tura Exploration, Anglo United Development, International Mogul and Dublin's Silvermines. Despite the tax holiday, all companies mining in Ireland have been subject to royalties on their production. And Tura still awaits the granting of a mining licence for its rich zinc-lead deposit at Navan.

The Irish Mining Industry Association yesterday expressed its particular concern at the Government's intention to apply the proposed legislation to those companies which are already operating and exploring in the country. It was also dismayed that the Government had sought no position both as to tax concessions and royalties in the mining industry which, it is argued, is necessary both as a reward to enterprise and in order to ensure that both the mining operators and the investing public who have supported them should secure a fair deal.

Representing all the metal mines in Ireland, the association added that the latest proposals had serious implications for the future of the Irish mining industry which, it is argued, is necessary both as a reward to enterprise and in order to ensure that both the mining operators and the investing public who have supported them should secure a fair deal.

WANKIE PAYS OUT MORE

The Anglo American Corporation group's Wankie Colliery in Rhodesia made much the same

profit in the year to August as in 1971-72. The taxed figure of \$1.3m. compares with \$1.78m. but the dividend is raised by 1 cent to 15 cents.

As previously, dividends to U.F. shareholders will be paid into blocked accounts. Yesterday, Wankie was unchanged in London at 100p.

DUMONT NICKEL STILL A QUERY

The formerly much publicised Dumont Nickel Corporation's nickel discovery in north-western Quebec may have been forgotten but it refuses to be down. The latest news from Canada is that a deal has been done with an offshoot of Placer Development and a New York-based company, Timiskaming Nickel for a joint venture which could conceivably take the project to production on a 30,000 tons of ore a day open-pit basis.

Dumont's ore potential and mining plans have fluctuated between minor and major so much over the past couple of years that it is still difficult for any real assessment of the situation to be made.

Canada's Northern Miner recalls that surface drilling some 150 years back claimed to have established over 300m. tons of ore averaging 0.327 per cent. nickel to a depth of 1,000 feet. The same paper points out that interest will be earned by either Placer or Timiskaming unless a production decision is actually made.

# HENRY FOSTER GROUP

## POISED FOR SUBSTANTIAL SHORT TERM GROWTH

- \* VERY SUBSTANTIAL GROWTH IN EARNINGS NOW DUE FROM 3 factories which cost £1.75m and are being commissioned in the second half of 1973.
- \* LIQUID POSITION NOW VERY FAVOURABLE.

	£000	£000	£000
	Half-Year	Half-Year	Year
	to 30.6.73	to 30.6.72	to 31.12.72
Turnover	1,518	1,105	2,389
Trading profit	464	286	700
Profit after interest	425	283	663
Taxation	175	71	174
Profit after taxation	250	192	489
Interim dividend (1972 gross)	44	59	
Earnings per share (on an annual basis)	15.8p	11.0p	14.1p

- \* INTERIM DIVIDEND OF 2.0p PER SHARE GROSS (1972 - 1.875p per share gross) payable 7th November to shareholders on the Register at 15th October, 1973.

**HENRY FOSTER BUILDING PRODUCTS LTD**  
Brick and Agricultural Field Drainage Makers  
Durham, Lancashire and Somerset

### BIDS AND DEALS

## Giltspur acquires Matra-Matic

Giltspur announces the acquisition for Giltspur Engineering Group of Matra-Matic, private Nottingham-based manufacturer of advanced industrial sewing machine systems and quilting machines, approximately 35 per cent. of whose products are sold for export to 27 countries particularly in the Commonwealth, Africa and the Far East.

Matra has a net book value of approximately £33,300 and pre-tax profits for the 11-month period ended March 31, 1973, of £103,263. Consideration of £250,000, subject to certain profit targets being achieved, will be satisfied in cash and shares by instalments over three years. The first instalment already made comprised £157,500 cash and 75,500 shares of 10p.

As activities are complementary to those of the existing Giltspur subsidiary, Allbrook and Mashfield, it is intended the manufacturing activities of the group will be moved to the Matra-Matic premises.

### CAPE ASBESTOS

Cape Asbestos South African (Pty), the wholly owned subsidiary of Cape Asbestos, responsible for the administration of the group's operations in South Africa, has purchased from Reunert and Lens with effect from January 1, 1973, the outstanding minority holdings in Cape Asbestos Insulations (Pty) (10 per cent.), Capstone Applications (Pty) (33 per cent.) and Don International (Pty) (10 per cent.). Book value of the net tangible assets attributable to the interests acquired was approximately £112,000 and the consideration was satisfied in cash.

### ASSOCIATES DEALS

On September 23, J. Henry Schröder Wagon bought 10,000 British Steam Specialties at 92p on behalf of itself.

Chapman and Rowe purchased 6,000 Tokengas at average 245p for an associate of Slater Walker. Simon and Coates bought 10,000 Whinsparken Investments at 18p for Odeale Investments, a joint offer with Mr. Martin Vickers. Pannure Gordon bought 10,000 Oriel Foods at 148p for discretionary investment clients.

L. Meisel bought 2,000 British Steam Specialties at 92p for an associate of British Steam and yesterday bought 4,000 at 92p also on behalf of an associate of British Steam.

### SHARE STAKES

Interests of Slater Walker Securities and its subsidiaries, in either with investment trusts or unit trusts, etc., on September 21 in Natra Williamson totalled 1,840,000 Ordinary shares (28.9 per cent.).

The consortium acquired 15,000 Norwest Bank shares on September 4, bringing its total holding to 2,630,500 Members are R Slater, J. Lillev, L. Hall, First National Finance and Direct South-West Telegraph.

Eastern Produce (Holdings) and associates are now interested in 5,255,509 Associated Fisheries Ordinary (30.7 per cent.) and 30,000 8 per cent. Preference shares (18.8 per cent.).

The interests of Chairman amount to 74,637 ordinary—Jessel Securities, through its interest in Eastern Produce, is deemed to be interested in these shares.

Jessel Securities has acquired a further 23,000 Greening Ordinary shares in its holding, 2,405,000 shares (16.3 per cent.). Its stake in Eastern Produce (Holdings) now amounts to 2,923,578 Ordinary shares (26.1 per cent.).

The Jessel interest in Charles Roberts on September 11 amounted to 172,651 Ordinary (20.8 per cent.).

### TWINLOCK—TWINLOCK PENS

Acceptances of the offer on behalf of Twinlock for British Pens have been received for 98.2 per cent. of the Ordinary, 93.0 per cent. of the "A" Preference

and 95.4 per cent. of the "B" Preference shares.

The cash offer for the Ordinary and for both classes of Preference will remain open. The share and loan stock alternative for the Ordinary will not be open after 3 p.m. on October 8. Twinlock intends in due course to acquire compulsorily the outstanding minority holdings.

### AMAL DISTILLED ACQUISITION

Amalgamated Distilled Products has agreed to acquire certain assets including whisky stocks, materials, goodwill, trade marks and brand names making up the export whisky business of Howard McLaren from Mr. D. L. Brash and Mr. B. Brash.

Consideration is £190,000—£30,000 8 per cent. Convertible Unsecured Loan stock 1992-97, 187,000 Ordinary shares of 10p, and £40,000 in cash. The cash element will be paid in equal half-yearly instalments over four years with interest at 10 per cent. per annum.

Assets being acquired are 200,000 stock of Scotch whisky and £100,000 representing the value of goodwill, materials, trade marks and brand names. The export whisky business of McLaren produces pre-tax profits of between £20,000 and £25,000 annually; this old established business will integrate with the export business of ADP allowing a wider coverage of world markets and integration of administration costs.

The securities that form part of the consideration will be the subject of a tender placing among institutional and other clients of Seton Trust and Capital Cure Garden.

### PLEASURAMA IN AUSTRALIA

Pleasurama has acquired through African Lion Safari Pty, the freehold interest in two further Australian properties. One is Wandu, situated mid-way between Sydney and Canberra on the Hume Highway—and consisting of 120,000 acres of farmland together with an historical building—purchase price was \$340,000.

The other is Coules Park, in the metropolitan area of Sydney, comprising 27 acres of highly improved farmland together with three homes and all necessary out-buildings, stables, trotting track, and rights to a 40-acre lake. Purchase price was \$430,000.

At present, both properties are turned over to cattle and sheep, but also crops are raised and animals are bred there to service Pleasurama's main Australian activities at its lion park and dolphinarium complex. Plans are in the course of preparation for the development of both for leisure purposes.

The acquisitions have been financed largely from Pleasurama's Australian activities.

### JESSEL FINANCE FOR CUTHBERT

London Indemnity and General Assurance, a subsidiary of Jessel Securities, is to subscribe at par for £1m. of 10 per cent. partly convertible stock 1983 in R. and G. Cuthbert.

Up to half the stock will be contributed into Cuthbert Ordinary between the third and seventh years of its life at 40p shares for every £37-worth of stock (that is taking the shares at 92p each). The maximum number of shares that could be issued as a result is 340,341 or 10.37 per cent. of the enlarged Cuthbert capital.

No line will be sought for the stock at the moment. These details are given in documents carrying full details of recent acquisitions by Cuthbert and also details of a proposed share option scheme.

### TRITEV EXPANDS

Tritev is to acquire Old MUI (Leeds) and its trading subsidiaries, Sportswear and Brillingston.

### INTERIM STATEMENTS



- Insurance operations**
- ☐ New pension premiums at £13m exceed exceptionally high figure last year (£12.8m)
  - ☐ New ordinary life premiums are up 51% at £5.9m (£3.9m)
  - ☐ General insurance written premiums are up 20% to a record £21.2m (£17.6m)
- Underwriting**
- ☐ Claims experience shows an improvement over same period last year
- Prospects for the year**
- ☐ Satisfactory rates of growth in the half-year figures give every expectation of the full-year results showing a very productive and profitable picture
- Interim dividend**
- ☐ An interim dividend of 1.50p per share has been declared, payable on 4 January 1974. With the tax credit of 0.643p per share this is equivalent to 2.143p (1972:2p)

**Legal & General**  
Assurance Society Limited

## Clarke Chapman-John Thompson Ltd Interim Statement

6 Months Ended 30th June, 1973

	Half-Year ended 30.6.73	Half-Year ended 30.6.72	Year ended 31.12.72
	£'000	£'000	£'000
Turnover	39,862	37,335	84,064
Profit before tax	2,044	1,617	3,665
Profit after tax	1,264	1,197	2,297
Additional profit (less tax) resulting from sale of Pressings Division	770	—	—
Dividend (Gross Equivalent)			
Interim	2.0p	2.0p	
Total (1972)			5.25p

Points from the review of Chairman Mr. J. B. Woodeson C.B.E.

- \* Best first half year results since enlarged Group formed.
- \* Satisfactory order books.
- \* Export orders more than doubled over corresponding period of 1972.
- \* Increasing demand expected from electricity and process industries.
- \* Encouraging outlook for remainder of year and beyond.

Copies of the full Interim Statement can be obtained from the Secretary at Victoria Works, Gatashead, NE8 3HS.

مكتبة الأصيل



# ARMING AND RAW MATERIALS

## heaper apples recast

ENGLISH apple season was opened in London by the Apple and Pear Marketing Council with forecasts of abundant crops of all varieties at prices much lower than last year.

David Gibson, chairman of the council, said the first pickings of the season would be available in the market by the end of the month, and should retail at 10p a pound. This compares with prices of between 20p and 30p a pound last year when the crop was disastrously low.

Supplies of early varieties such as Worcester Pearmain and Tydemans Early are already in the market at between 7p and 9p a pound.

## dia's food prospects prove

NEW DELHI, Sept. 26. — AGRICULTURE Ministry expects the country's food production to improve next year when the summer crop is harvested. The monsoon has been good and estimates are that production will be 40m. tons.

Production of coarse grains is also said to be improving. The world market has been stable and the government is able to tide over the current crisis.

Mr. Singh said that the government is pleased with the way British agriculture has expanded production over the past few years and contributed to keeping down the cost of food.

## W. Indies sugar output at 20-year low

FOR THE FIRST time in 20 years reports it will fall below the 200,000 tons total for only the second time since 1950.

Barbados, with a disappointing 118,388 tons and St. Kitts 23,323 tons have already ended their crops. With 186,000 tons needed for local consumption this leaves only 72,500 tons.

Sugar producers here are deeply disappointed in the continuing trend. Drought conditions and arson have been mostly blamed for the situation.

## ORD WHEAT AUSTRALIA

Australia is expecting a record crop of at least 450m. this year of which 40m. bushels will be available for export.

Radio Australia said that the government is pleased with the way British agriculture has expanded production over the past few years and contributed to keeping down the cost of food.

# Farmers in costs crisis plea to Prime Minister

BY PETER BULLEN

SIR HENRY PLUMB, the National Farmers' Union president, appealed to the Prime Minister for urgent Government assistance for British milk and livestock producers yesterday.

At an hour-long meeting at 10 Downing Street, the farmers' leader warned Mr. Heath that Mr. Joseph Godber, Minister of Agriculture, that soaring costs could lead to a cutback in food production leading to still higher food prices for consumers.



Sir Henry Plumb

## Unprecedented rise

The rise in farmers' costs this year had been unprecedented and in a full year the extra cost of animal feeding stuffs alone would be £400m. Milk and pig producers were critically affected by the rise in feed costs which was due to increases on world markets.

British farmers were now faced with costs that were at EEC levels, but the prices for their produce were at much lower levels.

As he left Downing Street Sir Henry said he had warned the Prime Minister of the likely effects on food production. Only last week the number of sows slaughtered, many of them sows in pig, had risen by 3,000 and milk output would be hit as dairy farmers switched to cheaper feeds which would affect the yields of cows.

Prices have taken place, bringing the feed costs figure up to an extra £400m. in a full year. Two years ago, when farmers received one of their best annual price review settlements from the Government, feed costs totalled only £10m. out of £24m. extra costs that would mean a £14m. deficit.

## Milk position

Despite the enormous increase in the feed bills facing livestock farmers, Sir Henry Plumb is unlikely to have much good news to report to his 130-member council that meets in London today.

With a few months of firm prices for livestock and coming in a week when the industry announced a harvest worth a record £800m. at present prices, the Government would find it difficult to make a generous offer of help to farmers.

Milk producers, whose prices are subject to Government control and who did not even fully recoup last year's costs before the present spate of increases began, would like to see an immediate increase in retail milk prices to make up for their increased costs. But as the milk fund out of which they are paid is already in deficit to the extent of £70m. in a full year caused by the Government's subsidies, they will be unlikely to get an extra pence a pint on retail prices for six months would do no more than wipe out the deficit.

# Commodity price falls predicted

THERE could be heavy falls in many world commodity prices, sources have expected. The Swissische Bankgesellschaft warned yesterday.

The bank makes an exception of certain agricultural products where current scarcity and rising prices could lead to continued or even intensify in the months ahead.

The relative calm on foreign exchange markets, the improved position of the dollar and record high price for gold could lead investors to liquidate speculative positions in commodity markets in favour of investment in U.S. securities with attractive yields, the bank said in its monthly bulletin.

## EEC looks at farm frauds

By Reginald Dale, Common Market Correspondent

BRUSSELS, Sept. 26. — COMMON MARKET Government had reported today that 126 irregular, or fraudulent, claims on the Community's Farm Fund during 1971 and 1972, the Brussels Commission said.

But two countries, Italy and Belgium, had not fulfilled their obligations to make a full report to Brussels, so the final number of irregularities might be higher, the Commission said. The figures published by the Commission, in answer to a Parliamentary question, refer to the last two years of the six-year Community.

Of the 126 irregularities reported, 74 cases had now been closed and sums wrongly paid out had been almost totally recovered. The Commission said.

This left 52 cases still to be settled, in which recoveries had not yet been made.

The Commission has never made an official estimate of the amount of money lost by the Farm Fund in fraudulent claims, but European Parliamentarians have alleged that the fund is swindled of many millions of pounds each year.

For instance, in 1971, the Community recovered over £3m. that had been wrongly paid out. Last year, the Community claimed back only about £200,000 but officials here said this was because irregularities had been more often detected before payments from the fund were actually made.

## WHEAT SUPPLIES

# The case for EEC high-price system

BY JOHN CHERRINGTON, AGRICULTURE CORRESPONDENT

THE ATTACKS by the French Agricultural Minister, M. Chirac, on those seeking changes in the Common Agricultural Policy are familiar by now. But they should be taken more seriously than simply as opening gambits in the arguments about the future of the policy as a whole. During recent months I have had the opportunity of meeting M. Chirac and his chief officials. I was left in no doubt that their inflexible view was not only that CAP should continue, which is obviously in France's interest, but that had it not been for the encouragement given to EEC farmers by high prices the state of the world's grain markets would have been far more serious.

## French view

As early as June the French view was emphatic that grain prices were bound to surge upwards again. I did not believe it possible then, and put it down as no more than wishful thinking mixed with self-justification. It just shows that even with the best of information, there are others with better. The French argument, one used by farmers all over the world, is that unless prices are good enough to encourage farmers to farm properly there will be a gradual decline in production. What they need is an assurance of constant prices, and the chart showing the increases in wheat yields in the period 1948-52 to 1971-72 illustrates the point. The countries which have supported their farming have had higher average yields than those where little has been done.

Wheat-growing is not simply cultivating land and putting in the seed. It includes rotation, fertilisers, sprays and fungicides, and all cost money. But returns vary between countries. For instance, the average British wheat crop has over the last five years brought the farmer about £50 to £80 an acre, while the average French farmer has got approximately £80. In addition barley and other crops grown rotationally have probably brought very close to this, and making a fairly recent development.

The extra £20-to-£30 an acre in sales has allowed more profit to

The French farmer, but also encouraged him to buy the latest machinery, fungicides and other aids to cropping. British arable farmers would spend habitually £20 to £50 an acre on sprays and fungicides while French would spend the best part of £10 an acre. This does lead to good results and though the French average yield is slightly lower suggestion of price maintenance

## COUNTRIES WITH GUARANTEED AND HIGH WHEAT PRICES

	1948-52 tons per Hectare	1971-72 tons per Hectare	% increase
U.K.	2.2	4.3	+73
France	1.8	4.2	+133
U.S.A.	1.1	2.2	+100
India	0.6	1.3	+116
Mexico	0.8	2.9	+262

## COUNTRIES WITH LOW OR WORLD PRICES

	1948-52 tons per Hectare	1971-72 tons per Hectare	% increase
Argentina	1.1	1.4	+27
Canada	1.2	1.7	+41
Australia	1.1	1.08	-2

and interfering with the free flow of trade. Any diversion of food to the hungry countries was, like the World Food Programme, a matter of convenience and charity rather than a concerted and co-ordinated policy of growing and distributing the food where it was most needed.

Even the U.S. stockpile, which has now shrunk to a shadow was considered to be more a threat to orderly marketing than a benefit to mankind. It should not be forgotten that most of the early sales to Russia were at subsidised rates.

## Shortfall

There is no doubt that a worldwide rational procurement and storage system could one day be evolved. But the quantities that could become available after a good harvest would probably cause enormous problems of storage and finance. The whole of the present trouble has been caused by a shortfall in world supplies of about 4 per cent of grain.

A good harvest or stimulation of better farming by present high prices would probably bring about the same old surplus problems once again. The French argument which has of course the logic of self-interest, is that high prices ensure continuity of supply at prices that are reasonable compared with present world levels. It is difficult to find a really coherent argument against it these days.

# COMMODITY MARKET REPORTS AND PRICES

## BASE METALS

Base metals continued to be in demand, with prices generally higher than last year. The market for copper was particularly active, with prices rising to a new high. The market for zinc was also strong, with prices rising to a new high. The market for lead was weaker, with prices falling slightly. The market for tin was also weaker, with prices falling slightly.

## NON-FERROUS METALS

Non-ferrous metals continued to be in demand, with prices generally higher than last year. The market for aluminium was particularly active, with prices rising to a new high. The market for magnesium was also strong, with prices rising to a new high. The market for nickel was weaker, with prices falling slightly. The market for cobalt was also weaker, with prices falling slightly.

## PRECIOUS METALS

Precious metals continued to be in demand, with prices generally higher than last year. The market for gold was particularly active, with prices rising to a new high. The market for silver was also strong, with prices rising to a new high. The market for platinum was weaker, with prices falling slightly. The market for palladium was also weaker, with prices falling slightly.

## COCOA

Cocoa continued to be in demand, with prices generally higher than last year. The market for cocoa beans was particularly active, with prices rising to a new high. The market for cocoa powder was also strong, with prices rising to a new high. The market for cocoa butter was weaker, with prices falling slightly. The market for cocoa liquor was also weaker, with prices falling slightly.

## COFFEE

Coffee continued to be in demand, with prices generally higher than last year. The market for coffee beans was particularly active, with prices rising to a new high. The market for coffee powder was also strong, with prices rising to a new high. The market for coffee butter was weaker, with prices falling slightly. The market for coffee liquor was also weaker, with prices falling slightly.

## WHEAT

Wheat continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## PRICE CHANGES

Commodity	Price per ton	% change
Wheat	120.00	+1.5
Wheat flour	110.00	+1.0
Wheat bran	100.00	+0.5
Wheat germ	90.00	+0.5

## U.S. Markets

U.S. markets continued to be in demand, with prices generally higher than last year. The market for U.S. wheat was particularly active, with prices rising to a new high. The market for U.S. wheat flour was also strong, with prices rising to a new high. The market for U.S. wheat bran was weaker, with prices falling slightly. The market for U.S. wheat germ was also weaker, with prices falling slightly.

## ASTRA SECURITIES

Astra Securities Limited, 31-33 Anchor Road, Aldridge, Walsall, Staffs. The company has a long history of providing financial services to its clients. It has a strong reputation for honesty and integrity, and its services are highly regarded. The company has a wide range of services, including stockbroking, insurance, and financial planning. It has a large and experienced staff, and it is committed to providing the highest quality of service to its clients.

## GRAINS

Grains continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## MEAT/VEGETABLES

Meat and vegetables continued to be in demand, with prices generally higher than last year. The market for meat was particularly active, with prices rising to a new high. The market for vegetables was also strong, with prices rising to a new high. The market for meat and vegetables was weaker, with prices falling slightly. The market for meat and vegetables was also weaker, with prices falling slightly.

## WHEAT

Wheat continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## PRICE CHANGES

Commodity	Price per ton	% change
Wheat	120.00	+1.5
Wheat flour	110.00	+1.0
Wheat bran	100.00	+0.5
Wheat germ	90.00	+0.5

## U.S. Markets

U.S. markets continued to be in demand, with prices generally higher than last year. The market for U.S. wheat was particularly active, with prices rising to a new high. The market for U.S. wheat flour was also strong, with prices rising to a new high. The market for U.S. wheat bran was weaker, with prices falling slightly. The market for U.S. wheat germ was also weaker, with prices falling slightly.

## ASTRA SECURITIES

Astra Securities Limited, 31-33 Anchor Road, Aldridge, Walsall, Staffs. The company has a long history of providing financial services to its clients. It has a strong reputation for honesty and integrity, and its services are highly regarded. The company has a wide range of services, including stockbroking, insurance, and financial planning. It has a large and experienced staff, and it is committed to providing the highest quality of service to its clients.

## GRAINS

Grains continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## MEAT/VEGETABLES

Meat and vegetables continued to be in demand, with prices generally higher than last year. The market for meat was particularly active, with prices rising to a new high. The market for vegetables was also strong, with prices rising to a new high. The market for meat and vegetables was weaker, with prices falling slightly. The market for meat and vegetables was also weaker, with prices falling slightly.

## WHEAT

Wheat continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## PRICE CHANGES

Commodity	Price per ton	% change
Wheat	120.00	+1.5
Wheat flour	110.00	+1.0
Wheat bran	100.00	+0.5
Wheat germ	90.00	+0.5

## U.S. Markets

U.S. markets continued to be in demand, with prices generally higher than last year. The market for U.S. wheat was particularly active, with prices rising to a new high. The market for U.S. wheat flour was also strong, with prices rising to a new high. The market for U.S. wheat bran was weaker, with prices falling slightly. The market for U.S. wheat germ was also weaker, with prices falling slightly.

## ASTRA SECURITIES

Astra Securities Limited, 31-33 Anchor Road, Aldridge, Walsall, Staffs. The company has a long history of providing financial services to its clients. It has a strong reputation for honesty and integrity, and its services are highly regarded. The company has a wide range of services, including stockbroking, insurance, and financial planning. It has a large and experienced staff, and it is committed to providing the highest quality of service to its clients.

## GRAINS

Grains continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## MEAT/VEGETABLES

Meat and vegetables continued to be in demand, with prices generally higher than last year. The market for meat was particularly active, with prices rising to a new high. The market for vegetables was also strong, with prices rising to a new high. The market for meat and vegetables was weaker, with prices falling slightly. The market for meat and vegetables was also weaker, with prices falling slightly.

## WHEAT

Wheat continued to be in demand, with prices generally higher than last year. The market for wheat was particularly active, with prices rising to a new high. The market for wheat flour was also strong, with prices rising to a new high. The market for wheat bran was weaker, with prices falling slightly. The market for wheat germ was also weaker, with prices falling slightly.

## PRICE CHANGES

Commodity	Price per ton	% change
Wheat	120.00	+1.5
Wheat flour	110.00	+1.0
Wheat bran	100.00	+0.5
Wheat germ	90.00	+0.5

## U.S. Markets

U.S. markets continued to be in demand, with prices generally higher than last year. The market for U.S. wheat was particularly active, with prices rising to a new high. The market for U.S. wheat flour was also strong, with prices rising to a new high. The market for U.S. wheat bran was weaker, with prices falling slightly. The market for U.S. wheat germ was also weaker, with prices falling slightly.







# Clarke Chapman-Johnson £2m. at midway

FIRST-half profits up to £2.04m. Clarke Chapman-Johnson has achieved a 50% increase in the interim results since the 1972 interim results. The 1973 interim results show a 50% increase in the interim results since the 1972 interim results. The 1973 interim results show a 50% increase in the interim results since the 1972 interim results.

## Legal & General interim up

A 51 PER CENT increase in new life premium income, and higher figures for all other major classes of business, are disclosed in the Legal and General Assurance Society half-year report.

Intense competition both at home and abroad is having an unfavourable effect on prospects for marine and aviation business, and the steady growth of recent years will not be repeated for 1973. The underwriting years 1970 and 1971 are progressing towards a profitable outcome, but the situation beyond that must remain doubtful, the report says.

## Helical Bar sees big advance

At the annual meeting of Helical Bar, the chairman, Mr. James Spooner, reaffirmed that sales during the first four months of the current year were well above budget and said this momentum was likely to be maintained for the full six months to end-October. Generally, order books were "very good indeed."

## More Company News

Chairman says there has been a notable increase in the volume of direct and indirect orders throughout the first half of 1973. The volume of orders is also rising. With the increase expected in the second half, Mr. Spooner expects a very considerable increase in the volume of orders throughout the year.

## BUSINESS OPPORTUNITIES

### SALES FORCES IN EUROPE

We are a mini-multinational company with subsidiaries in 10 countries in Europe, which manufactures consumer products in the health and hygienic fields. Wellknown brands, backed by modern and advanced marketing activities. The sales forces visit food stores and other retail outlets for these non-food products. The product assortment is narrow, and therefore the sales forces have capacity left. This is at present especially the case in Austria, Belgium, the Netherlands and Norway.

Are you interested in using one or several sales forces for a branded consumer product, which goes well together with the present assortment? Are you willing to back it with modern marketing? If yes on both questions, please, get in touch with our management consultants (below), give them information, which will be treated confidentially until you give your permission to let us have the full information.

Bertil Neuman Management and Marketing Consultants  
Member of  
The Swedish Association of Management Consultants  
Sveavägen 17, 111 57 Stockholm  
Sweden

### FRENCH BUILDING COMPANY

Founded in 1897  
Offices in: PARIS, LYON, CLERMONT FERRAND, SAINT ETIENNE, CHALON s/SAONE, ROANNE, NIMES, EMBRUN  
PARTNERS in:  
★ Property investment.  
★ Company specialising in the construction of industrial property.  
★ Promotion of main and secondary residences.  
Offers to  
Havas Province (No. 26,222), 4 place des Promenades, ROANNE (France).

### THE SOUTH AFRICAN BREWERIES LIMITED

#### FEDERATED STORES LIMITED ("FEDSTORES")

#### O.K. BAZAARS (1929) LIMITED ("OK")

#### FEDERATED PROPERTIES LIMITED ("FEDPROPS")

#### ANNOUNCEMENT

1. Finbank Limited and Standard Merchant Bank Limited announce that SAB is acquired from the controlling shareholders, 6,303,056 ordinary shares in FEDSTORES equivalent to 86 per cent of the issued ordinary share capital of FEDSTORES for consideration of 2 ordinary shares in SAB, plus 410 cents in cash in respect of each FEDSTORES ordinary share.

2. Based on the closing market price of SAB ordinary shares of 177 cents on the Johannesburg Stock Exchange ("the JSE") on 14 September, 1973 (the last day of trading on the JSE prior to the announcement that discussions were taking place for the purchase by SAB of a controlling interest in FEDSTORES), the consideration equivalent to 784 cents for each FEDSTORES ordinary share (closing market price of 177 cents, 1973-1974) has regard to the current values of the properties of the FEDSTORES Group, the net asset value of each FEDSTORES ordinary share exceeds 600 cents.

3. SAB will offer to acquire from the other FEDSTORES shareholders the balance of the total FEDSTORES issued share capital, namely:-

(i) 5,005,993 ordinary shares for the consideration referred to in (1).

(ii) The 500,000 cumulative 5 per cent preference shares and 800,000 redeemable second cumulative 8 per cent preference shares, all of R2 each, for cash consideration of 180 cents and 180 cents per share respectively.

4. The FEDSTORES Group holds 2,043,196 ordinary (Voting) and 1,192,299 'A' ordinary (Non-Voting) shares in OK, equivalent to 27 per cent of the total issued ordinary and 'A' ordinary share capital of OK. This holding gives FEDSTORES 52 per cent of the voting rights in OK.

5. Simultaneously with the offers referred to in (3) SAB intends to offer to acquire 50 per cent of the holdings of the OK ordinary and 'A' ordinary shareholders (other than FEDSTORES) for a consideration of 1.100 cents to be valued as to 250 cents and as to 350 cents by the issue of 8.5 convertible redeemable cumulative 7 per cent preference shares of R1 each in SAB (the "SAB Convertible Preference Shares") in respect of each ordinary and 'A' ordinary share. OK ordinary and 'A' ordinary shareholders will be invited to tender additional shares to SAB for the same consideration. SAB will not be obliged to accept all or any additional shares so tendered. It will not be SAB's intention to hold directly or indirectly more than 65 per cent of the total issued ordinary and 'A' ordinary share capital of OK.

6. The closing market price of OK ordinary and 'A' ordinary shares on the JSE 14 September, 1973, was 783 cents.

7. Every 100 SAB convertible preference shares will be convertible in 1977 or 1979 to 14 SAB ordinary shares. The effective conversion price is approximately 233 cents per SAB ordinary share. Any SAB convertible preference shares not converted will be redeemable at par in 3 equal annual drawings commencing in 1988.

8. FEDSTORES ordinary and 'A' ordinary shareholders will receive a dividend of 100 cents in OK, equivalent to 27 per cent of the total issued ordinary and 'A' ordinary share capital of OK. This dividend gives FEDSTORES 52 per cent of the voting rights in OK.

9. The Board of FEDSTORES has approved the terms of the offers referred to in (3) and the Board of OK has approved the terms of the offer referred to in (5).

10. To meet a portion of the cash which will be required to finance the acquisition (referred to in (1) and the offers referred to in (3) and (5), SAB intends to make issue of 20,000,000 5 1/2 per cent convertible cumulative preference shares of R1 each, a consortium of bankers. These preference shares will be redeemable at par in 2 equal instalments on 31st December 1977 and 31st December 1978.

11. If the offers referred to in (3) and (5) are accepted in full:-

(a) SAB will hold:-

(i) directly the entire issued share capital of FEDSTORES; and

(ii) directly and indirectly 65 per cent of the total issued ordinary and 'A' ordinary share capital of OK.

(b) SAB will have:-

(i) 22 1/2 million ordinary shares, thereby increasing the number of ordinary shares in issue to 178.8 million;

(ii) 26.9 million 7 per cent convertible cumulative preference shares of R1 each; and

(iii) 31 million 5 1/2 per cent convertible cumulative preference shares of R1 each.

12. There will be no material effect in the current financial year on the earnings or dividends of SAB ordinary shares as a result of the transactions. SAB has acquired net assets totalling approximately R200,000,000 at book value at 25th February 1973 (net assets: R120,000,000 including minority interests). This amount includes held properties having book values totalling R60,000,000 but current values considerably in excess of that figure. The benefits to SAB arising out of the transactions could be considerable in the medium to long term.

13. FEDSTORES directly and indirectly owns 51.3 per cent and 40 per cent respectively of the issued ordinary share capitals of FEDPROPS and UDC Holdings. SAB does not intend to make offers to the outside shareholders of those companies.

14. Messrs F. J. Goss and K. R. Williams will be appointed to the Boards of FEDSTORES and FEDPROPS and Dr. Sam Cohen will retire from the Chairmanship of FEDSTORES. When the results of the offer referred to in (3) are known, Messrs. E. H. A. H. Leon, L. M. Miller and Stanley Cohen will resign as directors of FEDSTORES and FEDPROPS whose Boards will then be reconstituted.

15. Messrs. F. J. Goss and K. R. Williams will be appointed to the Board of OK. When the results of the offer referred to in (5) are known, Messrs. Stanley Cohen and L. M. Miller will resign as directors of OK. Mr. F. J. Goss will be appointed Chairman of OK. Dr. Sam Cohen will continue as President of OK. No other changes in the Board of that company in its management, are contemplated.

16. Application has been made to the JSE and The Stock Exchange, London, to cancel the listing in the shares of SAB, FEDSTORES and OK, and in the case of the JSE, the shares of FEDPROPS as from Thursday, 27th September, 1973.

17. It is anticipated that the offers referred to in (3) and (5) will be completed during November, 1973.

FRANCIS BANKERS TO THE TRANSACTIONS: NANSSEAN LIMITED

AND MERCHANT BANK LIMITED

NON ACCEPTANCES LIMITED

101 VICTORIA ROAD

September 26th 1973

### LEISURE INDUSTRY

#### VENTURE CAPITAL REQUIRED FROM PRIVATE INVESTOR

Chartered Accountant, expert financier, aged 42, London area, having sold successful City practice after 30 years, now devoting himself exclusively to rapid build-up of specialised leisure retail chain with unlimited potential.

45% share available for a premium of £35,000 conditional upon phased injection of £50,000 over next 1-2 years. Advertiser wishes to retain control for indefinite future. Impeccable references can be provided and likewise will be expected from those interested.

Replies in strict confidence to Box E1280, Financial Times, 10, Cannon Street, EC4P 4BY.

### CARABOAT LIMITED

Buyer of the whole operation at a going concern, which includes expert contract and a valuable U.K. licence agreement, stock, W.I.P. know-how, etc.

Not for sale to persons or for financial investment but a party who has interest and 'know-how' to see the potential of the new leisure vehicle and to realise this potential. Research and development, registered patents, and 60,000, 6-10 mile contracts, expertise of key personnel are worth a considerable £50,000 and will keep the Caraboot 20 years ahead of any other vehicle. Best suited to group who already manufacture cars or boats or are in glass fibre and plastics have production expertise or trade outlets or both.

6 Mansfield Road, Sutton-in-Ashfield, Notts. Tel: 2311.

### MEDITERRANEAN MARINE

#### LEISURE PROJECT

Operation scheduled for 1974 season opening requires immediate capital injections to £150,000. Equity available. Call 01-385 2259 or write Marine Project, 12 Beaumont Crescent, London, W14

### WANTED

Established manufacturing company wishing to diversify, seeks to acquire control in a business in the West Riding of Yorkshire with a turnover of up to £1 million. Money available for expansion. Write Box E1245, Financial Times, 10, Cannon Street, EC4P 4BY.

### ATTENTION

completing investment in the Australian market in self financing and/or Manchester order on an urgent basis or with a view to long term investment in own manufacturing, marketing and distribution companies, including Australia, New Zealand, South Africa, etc. from 6th to 26th October and will be happy to discuss the market situation in Australia, New Zealand, South Africa, etc. and to provide detailed information at all times. Interested parties should write to Box E1246, Financial Times, 10, Cannon Street, EC4P 4BY.

### ISLE OF MAN

Personal & Corporate Advisory Services:  
• Company Formation  
• Portfolio Management  
• Trusts & Wills  
• Non-Resident Business Accounts  
• CREDIT CAPITAL HOLDINGS LTD.  
Members of the Association of Banks and Bankers

10, Cannon Street, EC4P 4BY

### PUBLIC QUOTED COMPANY

Controlled by a minority shareholder, offering a unique opportunity for a new owner to acquire a public quoted company. Details will be sent on request. Write Box E1247, Financial Times, 10, Cannon Street, EC4P 4BY.

### HAVE YOU A NEW IDEA

which we could manufacture and sell? Our resources are for a new line in our expansion programme. We are experienced in all parts of the U.K. and overseas. Reply in confidence to Box E1248, Financial Times, 10, Cannon Street, EC4P 4BY.

### DISTRIBUTION OF INDUSTRIAL ADHESIVE TAPES

Unusual opportunity for a new management to expand sales and backing from experienced company. Write Box E1249, Financial Times, 10, Cannon Street, EC4P 4BY.

### IF YOU EXPERIENCING MANAGERIAL OR FINANCIAL DIFFICULTIES WITH YOUR COMPANY WE MAY BE ABLE TO HELP YOU

Price and terms of assistance. Write Box E1250, Financial Times, 10, Cannon Street, EC4P 4BY.

### ADVERTISER

advertiser seeking a new owner for a business. Details will be sent on request. Write Box E1251, Financial Times, 10, Cannon Street, EC4P 4BY.

### CHILDREN'S PRINTS

MAJOR SHARE OF EQUITY OFFERED. Details will be sent on request. Write Box E1252, Financial Times, 10, Cannon Street, EC4P 4BY.

### CONTROLLING SHAREHOLDERS

of small publicly quoted company in the property and estate fields would like to acquire or merge with similar private companies with a view to rapid expansion. Principals please write to Box E1253, Financial Times, 10, Cannon Street, EC4P 4BY.

### DIRECTOR/PARTNER

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1254, Financial Times, 10, Cannon Street, EC4P 4BY.

### CLEARING LINES

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1255, Financial Times, 10, Cannon Street, EC4P 4BY.

### EXPANDING? OR WANTING TO? LOSING MONEY? NOT WANTING TO?

We are a unique team with original and proven financial and management expertise to help you solve your problems. You may find that we can help you. Write Box E1256, Financial Times, 10, Cannon Street, EC4P 4BY.

### SHAKE UP! WE CAN DO THAT TOO!

Replies in strict confidence to Box E1257, Financial Times, 10, Cannon Street, EC4P 4BY.

### FINANCE AVAILABLE

At the LOWEST POSSIBLE RATES For Business expansion Commercial, Industrial and Residential Mortgages. Telephone or write for immediate quotations. BERLINS LTD. 50 Great Street, London, W1. Tel: 01-477 2000.

### NEW BUILDINGS THE MODERN WAY

We design and build projects in the modern way. Details will be sent on request. Write Box E1258, Financial Times, 10, Cannon Street, EC4P 4BY.

### FINANCE AVAILABLE

At the LOWEST POSSIBLE RATES For Business expansion Commercial, Industrial and Residential Mortgages. Telephone or write for immediate quotations. BERLINS LTD. 50 Great Street, London, W1. Tel: 01-477 2000.

### FINANCE AVAILABLE

At the LOWEST POSSIBLE RATES For Business expansion Commercial, Industrial and Residential Mortgages. Telephone or write for immediate quotations. BERLINS LTD. 50 Great Street, London, W1. Tel: 01-477 2000.

### Commercial & Investment Mortgages

#### USE YOUR PROPERTY ASSETS AND GROW

We could solve your cash problems. Long term mortgage funds are available at sensible rates for commercial and industrial developments, investment and business properties. Substantial private mortgages also available. Just telephone or mail the coupon.

MARTIN (Life & Pension Consultants) Ltd.

CLARKE Incorporated Life Assurance Brokers

127 Cheapside London EC2V 6BU Tel: 01 606 4570/5545

For: R.W. Haughton, Managing Director, Martin Clarke (Life & Pension Consultants) Ltd. 127 Cheapside, London EC2V 6BU.

Name: \_\_\_\_\_ Position: \_\_\_\_\_

Company: \_\_\_\_\_ Address: \_\_\_\_\_

Tel No: \_\_\_\_\_ F7/1

### ACQUISITIONS & MERGERS BY AGREEMENT

#### CHESHAM

AMALGAMATIONS & INVESTMENTS LIMITED

LICENCED DEALERS IN SECURITIES

36 Chesham Place, London SW1X 8HE Tel: 01-235 4551

### MERGER REQUIRED

Private, well established, progressive manufacturing, distributing and importing company wishes to merge with progressive unit which is alive and go ahead with good management team. Must have profit record in excess of £50,000 for minimum period of 3 years. Object of merger—a future flotation, but would consider taking cash and shares in small public company.

Principals only please write in strict confidence to: Managing Director, Box E1279, Financial Times, 10, Cannon Street, EC4P 4BY.

### Over 500 Acres of Land

#### WITH GOOD DEVELOPMENT PROSPECTS

Both the shareholders in a company dealing in farmland and property are prepared to consider offers for the acquisition of their interests.

The present assets of the company include over 500 acres of good lowland agricultural land in the North West. The land is in one holding with vacant possession. It is adjacent to a large industrial town and is close to the sea and lakes. There are facilities for fishing and boating with excellent prospects for development both in leisure activities and building. The whole offers untold opportunities to a person or company specialising in this field. Written enquiries are invited to:

HAWORTH MOORE & CO  
Chartered Accountants  
14 Abingdon Street Blackpool Lancashire

### AGENTS FOR ALUMINIUM WINDOWS

Dublin-based company wishes to establish agents in London and other major cities to solicit enquiries for the supply of a range of Double Glazed Aluminium Windows and doors. Contacts with Architects and Building Contractors essential. Individuals or Companies with experience in this or closely related field are invited to reply in first instance to:

Box E1276, Financial Times, 10, Cannon Street, EC4P 4BY

### RELIANCE COMPUTER BROKERS

307 Western Bank Sheffield S1 2JL Tel 0742 78061

### AVAILABLE ON LEASE

Configuration.

Delivery—Spring 74, also other IBM configuration for sale.

### CAPITAL PARTICIPATION OFFERED

In a Limited Company with guaranteed interest rate of 7 1/2% and participation in profits. Minimum capital investment Swiss francs 10,000.—Please write for more information to: Box 33-116241 Publicitas CH-5001 St Gallen/Switzerland.

### SOUTH AMERICA

London company covering importing from South America—turnover rapidly increasing to very high figures. require further capital amounting to at least £250,000. A very attractive return. Advertisers would negotiate with principals only. Write Box E1277, Financial Times, 10, Cannon Street, EC4P 4BY.

### A NEW & NOVEL PRODUCT

for the originating side of the Printing Industry, has been developed to the production stage, and requires further finance. We seek an active partner with available capital, to take over the business side. Although any alternative proposition will be considered. Write Box E1282, Financial Times, 10, Cannon Street, EC4P 4BY.

### CLEANING COMPANY

and dress goods cleaning, contracts, London, Essex, Kent, Surrey, Sussex, Hampshire, Dorset, Devon, Cornwall, Wales, Scotland, Northern Ireland, Republic of Ireland, Channel Islands, Jersey, Guernsey, Isle of Man, Gibraltar, etc. Write Box E1283, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONALLY BASED PUBLIC COMPANY

is seeking a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1284, Financial Times, 10, Cannon Street, EC4P 4BY.

### FINANCIAL CONSULTANTS

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1285, Financial Times, 10, Cannon Street, EC4P 4BY.

### WINES FOR INVESTMENT

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1286, Financial Times, 10, Cannon Street, EC4P 4BY.

### MAIL ORDER BUSINESS

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1287, Financial Times, 10, Cannon Street, EC4P 4BY.

### EDUCATION BUSINESS

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1288, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1289, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1290, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1291, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1292, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1293, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1294, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1295, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1296, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1297, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1298, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1299, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1300, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1301, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1302, Financial Times, 10, Cannon Street, EC4P 4BY.

### INTERNATIONAL TRADING

are looking for a partner for a well established company. He may be active or silent as secretary. 50% of the company can be taken over. Highest salaries' references available. Write Box E1303, Financial Times, 10, Cannon Street, EC4P 4BY.



## INTERNATIONAL COMPANY NEWS + EURO MARKETS

## ITT now suspected of delaying hive-off move

By NICHOLAS COLCHESTER

NEW YORK, Sept. 25.

THE JUSTICE Department of the U.S. Government has asked a Federal court to look into the possibility that International Telephone and Telegraph may be trying to hinder the Department's demand that it hive-off a part of its business as part of the antitrust settlement allowing ITT to keep the Hartford Fire Insurance Company.

The business in question is the Fire Protection Division of Grinnell Corporation, a major American supplier of fire sprinkler systems. Yesterday ITT moved to put this division of Grinnell under a court-appointed trustee. The move was necessary because ITT was supposed to have sold Grinnell by yesterday but

said that it had been unable to find a buyer.

ITT explains that the Fire Protection Division has been difficult to sell because of the specialised nature of its business. It also says that it could not float the division as a public company because of the poor state of the stock market and because the division has recently turned in a poor earnings performance.

The Justice Department remains suspicious and wants to establish that the assets that ITT is now putting under the management of the trustee are exactly the assets that it required ITT to sell at the time of the Hartford consent decree.

An official of the Justice

Department told the New York Times that the Fire Protection Division of Grinnell was extremely profitable when it was in independent hands and that the department wants to know why it is now a poor performer.

The Hartford consent decree was part of the agreement between ITT and the Justice Department that allowed ITT to keep the giant Hartford Fire Insurance Company which it acquired at the turn of the decade. As part of the settlement ITT had to get rid of Grinnell Corporation, a food-service company, another part of Grinnell's business. Levitt and Sons, the home builders, and Avis, the car rental company.

## Leasco extends share offer

LEASCO CORPORATION is extending its exchange offer to holders of the company's outstanding shares of common stock.

The exchange offer which was to expire two days ago has now been extended to 5 p.m. New York City time on October 17, 1973.

Leasco is accepting for exchange any and all shares of common stock tendered up to a maximum of 3m. shares. Holders of record of common stock on September 14, 1973, tendering during this extension period, will nevertheless receive the quarterly dividend of 10 cents a share payable on October 15, 1973.

Mr. Lowell C. Freiberg, Leasco's Treasurer, estimated that about 750,000 shares of Leasco's common stock have been tendered and accepted to date. Prior to the offering 12.23m. shares of common stock were outstanding.

For each share of common stock tendered Leasco is offering to exchange \$14 principal amount of new 8 1/2 per cent. subordinated sinking fund debentures due 1988. The annual interest payable on the \$14 principal amount is \$1.38. Based on the latest regular quarterly cash dividend paid by Leasco, dividends on the common stock are presently being paid at an annual rate of 40 cents a share.

Leasco has been advised by the PBW Stock Exchange that the 8 1/2 per cent. subordinated sinking fund debentures have been admitted to dealings on that exchange and are already trading on a "when issued" basis.

White, Weld and Company is the dealer-manager of a group of dealers which are soliciting acceptances of the exchange offer.

The new debentures will be non-callable prior to September 1, 1983, and will be optionally redeemable at a premium beginning at 105.755 per cent. of principal amount in 1983 and

decreasing yearly to 100 per cent. in 1997 and thereafter. It will also have a mandatory sinking fund commencing in 1984 with 5.66 per cent. of the original issue to be redeemed in each year, 1984 to 1987, and the balance in 1988.

The purpose of the exchange offer is to reduce the outstanding

## SA Breweries succeeds

JOHANNESBURG, Sept. 26.

STANDARD MERCHANT BANK said the South African Breweries negotiations to acquire a controlling interest in Federated Stores have been successful.

Terms are two SA Breweries Ordinary shares and 410 cents cash for each Ordinary Federated Stores share, or R80m. for the lot.

This is ahead of most valuations and reflects the fact that Federated Stores has for many years played down its property assets not valued since 1951. These, as well as prime sites in Johannesburg, include freehold in New York and Dominion Buildings, Finsbury Pavement, London.

## CDC not to lift its bid

Canada Development Corp. (CDC) will not consider increasing its \$29 per share offer price for Texas Gulf Gulf despite the rise in Texas Gulf shares in the Texas Gulf market and U.S. courts to purchase 10m. shares.

"What we do about the price without the legal right to pick up the stock is a purely hypothetical question," CDC said.

The price of Texas Gulf shares has been rising steadily since the announcement last week that it had found new copper and silver deposits at its Big Kidd Creek mine in Ontario.

## London listing

HILL SANUEL has completed arrangements for the London listing of Richardson-Merrell's issued shares of Common stock (\$1.35 par value). Brokers in London are Cazanove and Co. and Smith Barney and Co.

The shares were last quoted in New York at \$86 per share.

Asahi Optical Company, of Japan, will invest ¥300m. to establish a subsidiary in Taiwan to produce camera parts and lenses. The subsidiary will build a factory by 1976.

Legend provisional first half net profit is Frs. 13.1m. (10.8m.).

## Preussag outlook still depressed

By Andrew Hargrave

FRANKFURT, Sept. 26. THE substantial increase in the sales of Preussag in the first half of this year to DM1.235m. compared with just under DM1.040m. in the same period in 1972 has brought no corresponding turnaround in the profit situation.

Continuing difficulties in the coal and aluminium sectors, which led to a DM54m. loss last year, more than offset improvements in heavy and special metals, chemicals, transport and other divisions.

More than half of last year's deficit was due to the mining sector and the half-year report speaks of further heavy losses owing to price and currency problems as well as geological difficulties. A planned pit closure involving redundancies to nearly 1,000 miners in the Ruhr is being delayed by the Works Council's appeal to both the Federal and State Governments.

The stronger demand for aluminium was accompanied by minor price increases. The new mill at Voerde, jointly owned by Preussag and Kaiser Aluminium, while improving output, has still apparently not overcome its teething troubles. Overall, the sector's performance was, the report says, "completely unsatisfactory."

These setbacks had spoilt the otherwise favourable picture and made it unlikely that Preussag, which has paid no dividend since 1970, would be able to distribute one for this year.

## Bosch sets up French unit

FRANKFURT, Sept. 26.

BLAUPUNKT-WERKE, a member of the Bosch Group, is to set up a French subsidiary at Mondville, near Caen, to produce car radios and television sets for both the domestic and export markets. A factory employing 750 people has been taken over from Société Normande de Fabrications Electroniques (Sonormel).

The decision was influenced by the frequent currency changes which bear heavily on West German exporters, but also by long-term considerations such as the desire to achieve a deeper penetration of the French market and labour scarcity in the Federal Republic.

Exports from the new Mondville production facility will be largely destined for "neighbouring countries," including Britain where Bosch has no such facility at present.

The sales promotion of car radio and TV sets in and from France will be through Bosch's existing organisation.

## Project to build a £35m. dry dock at Kiel is approved

By ANDREW HARGRAVE

FRANKFURT, Sept. 26.

THE PLAN to build a DM200m. (about £35m.) dry dock, to be one of the largest in Europe, at Kiel was approved today by the supervisory board of Howaldtswerke-Deutsche Werft (HDW). It will enable the company to build ships of up to 700,000 tons dead-weight and so compete with most of the European, Japanese and other Far Eastern yards to construct giant tankers.

HDW's majority shareholder is the Federal-owned Salzgitter group which is to contribute just under DM236m. of the company's proposed DM48m. capital increase. The Schleswig-Holstein State Government, with a minority holding, has already agreed to contribute the rest.

Of the remainder needed to finance the dock, HDW is expected to provide up to DM100m. from its own resources including depreciation, while the final DM38m. or so may be raised through loans or deferred payment to the contractors who still have to be chosen.

The dock will incorporate one existing dock at Kiel and have a length of about 400 metres, a width of 88 metres and depth of 10 metres. It will be served by a giant crane with a span of 163 metres and a carrying capacity of 900 tons. Building work will begin early next year and the dock is expected to be in operation in mid-1976.

At present HDW is capable of building tankers at Kiel of up to 240,000 tons deadweight and has a series of this size on order. But in Germany some of its competitors, notably Weser and Bremer Vulkan, are building tankers of well over 300,000 tons in deadweight—Weser is capable of going up to 650,000-700,000—and the alternatives open to HDW and Salzgitter were to go ahead with the dock or eventually fade out of the major tanker market altogether.

Apart from the Japanese who have several docks capable of building million-tonners, Harland and Wolff, of Belfast, have a dry dock of similar capacity. HDW

will be able to compete for all but the million-tonner with such groups as Keckums, Malmö, the new Fos-Marseilles yard now being built and the Setubal, Portugal, and Singapore yards which can build up to 500,000 tons.

Weser has, at present, no plans to build a large dry dock. It points out that its existing 72 metres wide berth is capable, with little additional investment, to modify it, of tendering for tankers of up to 700,000 tons deadweight.

The HDW board emphasised that the decision to go ahead did not mean "starving" of funds the company's Hamburg establishment which is building more specialised vessels. Work is concentrated on a single yard as the one at Finkenwerder, now completing its last orders, is due to be closed by the end of this year.

Altogether DM78m. is being spent on the Hamburg yard over a period of a few years, of which around DM20m. is to be invested before the end of next year.

## Mitsubishi earnings increase

Mitsubishi Corp expects to report increases of 11 per cent. in net sales and 9 per cent. in net profit for the six months to September 30 over the previous six months.

The trading company's net sales for the six months will exceed ¥3,100,000,000, he said. Net profit will be about ¥1,000,000,000, compared with ¥943,350,000 in the previous six months, and ¥959,510,000 in the period to September 30, 1972.

Mitsubishi will declare a dividend of ¥3.25, unchanged from the previous term.

The main reason for the larger sales and profit were industrial rises in prices of exports, imports and domestic sales. Revenue from export shipbuilding showed a particularly large increase.

Mitsubishi Corporation handles on its own account part of the export shipbuilding orders placed with Mitsubishi Heavy Industries, a leading shipbuilder. Because of active expansion of the economy, domestic sales now account for 60 per cent. of Mitsubishi's business, the company added.

At the end of the preceding period Mitsubishi had long-term foreign exchange losses of about ¥17,000m. caused by the appreciation of the Yen. Of the total ¥3,000m. was disposed of in the last term. The remainder will be gradually transferred to the loss account over the next six or seven years.

The exchange losses are estimated at the rate of ¥265.00 to ¥1 and the total amount may increase or decrease according to the future movement of the exchange rate.

## Company Results

## PUK expects 25% rise in profits

Pechiney-Ugine-Kuhlmann SA said net profit this year, barring unforeseen circumstances, is expected to increase by 25 per cent. over the Frs.273m. earned in 1972.

This was despite the prolonged strike at group subsidiary Aluminium-Pechiney. Kuhlmann plant this summer, which will adversely affect the unit's 1973 pre-tax results to the extent of some Frs.70m.

Profits in other industrial sectors of the group have improved, especially in the case of its foreign activities, Pechiney added.

Kaiser Aluminium and Chemical Corporation have declared a quarterly dividend of 12 1/2 cents per share on the Corporation's common stock. The dividend is payable November 30, 1973, to stockholders of record November 9, 1973.

Regular quarterly dividends, payable December 1, 1973, to stockholders of record November 10, 1973, were also declared as follows: 30¢ per share on the Corporation's 4 1/2 per cent. cumulative preferred stock; \$1.03 per share on the 4 1/2 per cent. cumulative convertible preference stock; \$1.181 per share on the 4 1/2 per cent. cumulative convertible (1956 series) preference stock.

Woodside-Burmah Oil NL said for the six months ended June 30 consolidated net profit for the period showed a 78.9 per cent. decrease over the previous corresponding period.

This reduction is due mainly to increased sales revenue combined with a lower operating cost.

Directors said consolidated revenue increased 8.3 per cent. to 10.9 million over the six months ended June 30 of 1972.

This was after providing for depreciation (5.5m.) and tax of \$45.1m.

Final dividend is 8 per cent., making 13 per cent. for the year (10 per cent.).

The Oriental Holdings Berhad: Group trading profit for the half year ended June 30 (750,000).

Non-recurring profit on sale of land \$51.10m. (including total profit of \$28.35 (\$20,000) Tax, depreciation and minority

Interest took \$51.2m. (405,000). Leaving \$51.35m. (\$35,000).

La Radiotelecom first half net earnings rose to Frs.38.4m. (Fr.38.4m.).

The company expects slower growth in sales and profit during the second half.

Consolidated sales were Frs. 890.7m. (728.3m.).

Radio-technique, a maker of electronic equipment, is a subsidiary of Philips-NV, of the Netherlands.

Kubota, a manufacturer of agricultural machinery and cast iron pipes, has revised upward its net profit estimate for the six months ending October 14 to ¥7,000m. The initial estimate was ¥6,500m. The company reported a ¥1,500m. net profit for the same six-month period a year earlier.

Kubota cited an unexpectedly strong demand for its agricultural machinery for the revision.

Kubota also revised upwards its sales estimate for the October term to ¥150,000m. from the original estimate of ¥140,000m. The company reported sales totaling ¥143,800m. for the half-year term ended October last year.

The company plans to pay a ¥3.75 a share dividend for the October term, unchanged from a year earlier.

Takashimaya Company net profit rose in half year ended August 31 to ¥1,890m. (¥1,770m.). Sales were ¥109,250m. (¥91,830m.).

Persuare semi-annual dividend is ¥3.75 (unchanged).

The company is a department store operator.

Matsuzakaya Company net profit rose in half-year ended August 31 to ¥1,590m. (¥1,490m.). Sales were ¥78,980m. (¥78,330m.).

Per-share semi-annual dividend: ¥3.25 (¥3).

The company runs department stores.

Afomoto Company will earn net profit of ¥2,500m. on gross sales of ¥37,000m. in the six months ending September 30.

This compares with net profit of ¥2,382m. on gross sales of ¥37,017m. in the preceding half year.

The company will declare an unchanged dividend of ¥3.

Gross sales for the period under review will be ¥1,600m. more than the original goal, while net profit will exceed the targeted figure by ¥130m.

Hutchinson-Mapa provisional first half net profit is Frs.12.17m. up 30 per cent. on combined results of Hutchinson and Mapa for its first half of 1972.

## Other News

## Morgan Guaranty buys stake in discount house

Morgan Guaranty Trust Company has acquired a 6 per cent. interest in the capital of CGSL, Caisse de Gestion Mobilière, a Paris discount house, in which the Suez group of companies is the principal shareholder. The acquisition of the 6 per cent. stake by J. P. Morgan Overseas Capital Corporation.

On receipt of the necessary approvals, this investment will be increased at a later date to 10 per cent.

Present shareholders of CGM are: Banque Nationale de Paris, Compagnie Financière de Suez, Banque de Suez et de l'Union des Mines, Credit Industriel et Commercial, Compagnie d'Assurances la Zurich, J. P. Morgan Overseas Capital Corporation and Banque Rivaud et Cie.

Royal Crown Cola Company International, a unit of Royal Crown Cola Company, said three franchised soft drink bottling plants will open next week in Australia. This will bring to six the number of cities there where Royal Crown Cola is available.

It said the new markets include Darwin, Sydney and Hamilton. The Royal Crown unit said the openings will bring to 80 the number of its production and distribution facilities in 39 foreign countries.

Messerschmitt Bolkow-Blohm will provide marketing representation for Heath Teena Corp. aircraft interior conversion systems throughout Europe, the Middle East and North Africa.

Schaefer Einspritztechnik of West Germany has offered to acquire control of Société Industrielle de Mécanique Appliquée, a mechanical engineering company.

The offer, at Frs.48 per share, is valid until October 24. Schaefer, a subsidiary of Kuehne+Nagel, West Germany, already controls 33.8 per cent. of the capital of SICM.

Sociétés Reunies d'Énergie du Bassin de l'Escaut (EESB) proposes to raise its share capital

by Frs.19,950m. to Frs.12,765m. the issue of 1.33m. new shares. The new shares, ranking 1st in the capital, will be offered to shareholders on the basis of one new share for every six existing shares. The subscription price will not exceed Frs.2,300.

EESB said the capital increase proceeds will be used to finance its 1973-74 investment programme totalling Frs.13,900m. (Barcelona), a Frs.2,000m. capital industrial leasing company has been created by the Institut de Management Studies with 60 local executives as shareholders.

Goodyear Tire and Rubber Company is making a \$1.5m. initial expansion of its Wintagk hydrocarbon resin operation in Beaumont, Texas, as the first phase of a programme that will eventually raise capacity of 100m. lbs a year.

The company said the expansion will be completed in the second quarter of 1974.

American Enka Company, division of American plans to increase its nylon staple capacity to 45 million pounds a year by the end of 1974.

Together with a filament yarn expansion announced in December, Enka's total nylon capacity will be increased 950 lbs.

Arizona is a wholly owned subsidiary of Aikzo, of The Netherlands.

Kyowa Gas Chemical Industry Co. and Marubeni Corp. are negotiating with Iran's National Petroleum Development Corp. a joint venture to produce methanol in Iran from locally supplied natural gas. It is under study.

Under present plans, the tri would establish a joint venture company in Iran for methanol production from 1976, at a daily rate of 2,000 tons for shipment to Japan.

The Mitsubishi group is also planning to build a methanol plant in Saudi Arabia, taking advantage of the natural gas resources there.

## Italian soup cube battle

By PETER TUMIATI

ROME, Sept. 26.

SOUP CUBES are causing a row between the Italian subsidiaries of two American groups, the food division of Palmolive-Colgate and The Knorr Company.

Palmolive-Colgate was about to launch a new soup cube on the Italian market when the Knorr Group suddenly produced a soup cube with characteristics and packaging very similar to those of the Palmolive-Colgate cube, which is called Roger.

The new Knorr cube is called "Knorr Oro" ("Gold Knorr"). With its Roger cube Palmolive-Colgate was entering the Italian soup cube market for the first time. Knorr already has some 30 per cent. of the market with its standard cube and market with its pieces of meat in it. So has the Gold Knorr cube, although its pieces of meat are processed differently, business.

Knorr has succeeded in besting Palmolive-Colgate by starting post by buying its "Gold Knorr" cube made and packed in Switzerland and importing it from there, where it has a big share of the market. Knorr Switzerland was already manufacturing and marketing the kind of cube Palmolive-Colgate had in mind.

Gillette sale

THE GILLETTE COMPANY has confirmed that it has sold Braun Electronics subsidiary to Electrolux of Göttingen in time. Knorr already has some 30 per cent. of the market with its standard cube and market with its pieces of meat in it. So has the Gold Knorr cube, although its pieces of meat are processed differently, business.

One of the novelties of the Roger dustrial electronic temperature measurement instruments, and Knorr cube, although its pieces of meat are processed differently, business.

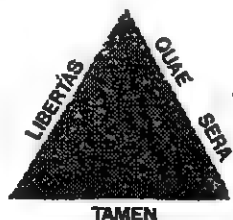
Weekly net asset value on SEPTEMBER 24, 1973

Tokyo Pacific Holdings N.V. U.S. \$37.45

Tokyo Pacific Holdings (Seaboard) N.V. U.S. \$27.43

Listed on the Amsterdam Stock Exchange

THIS ANNOUNCEMENT APPEARS AS A MATTER OF RECORD ONLY



U.S. \$30,000,000

EURODOLLAR LOAN

FOR

## STATE OF MINAS GERAIS BRAZIL

MANAGED BY

CITICORP INTERNATIONAL BANK LIMITED

FIRST BOSTON (EUROPE) LIMITED

AND PROVIDED BY

ASSOCIATED JAPANESE BANK (INTERNATIONAL) LIMITED

BANQUE ARABE ET INTERNATIONALE D'INVESTISSEMENT (B.A.I.I.)

CITICORP INTERNATIONAL BANK LIMITED

THE DAI-ICHI KANGYO BANK, LIMITED

FIRST NATIONAL CITY BANK

THE FUJI BANK, LIMITED

FUJI BANK (SCHWEIZ) A.G.

JAPAN INTERNATIONAL BANK LIMITED

LIBRA BANK LIMITED

THE LONG-TERM CREDIT BANK OF JAPAN, LIMITED

THE MITSUBISHI BANK, LIMITED

THE MITSUI TRUST AND BANKING COMPANY, LIMITED

THE SUMITOMO BANK, LIMITED

TEXAS COMMERCE BANK N.A.

WELLS FARGO LIMITED

هكزمن الراجيل



# FINANCIAL AND ACCOUNTANCY APPOINTMENTS

## Reed Executive

The leading authority on the selection of financial management.

**Training Officer** to £7,500 **Central London** to £4,500  
Institute of Chartered Accountants Management Accountants

This newly-created position, at a very senior level within the Institute, will carry the responsibility for the inauguration, planning and implementation of the complete Training function for A.C.A.s. There will need to be a fresh approach to practical, pre-qualification requirements, as well as the theoretical side, and eventual involvement in the post-qualification areas. The position offers great challenge and the opportunity to play a major role in the future development of the profession. Applicants should be Chartered Accountants, aged under 40 with sound relevant experience. Ref: 982/FT. Apply Reed Executive Selection Ltd., 146 New Bond Street, London W1Y 0JU. Robophone 01-629 4455.

**Wiltshire** to £5,000 **West London** to £3,750  
**Financial Controller** + Car **Accountant/Businessman**  
Director Designate

An exciting opportunity is available to a dynamic accountant who can provide engineering and computer experience to a growing and progressive company, already the world's largest in its field of garden equipment. The Financial Controller will further develop all accounting control and administrative procedures, and take an active part in policy making to achieve the Company's continued rapid growth. If you can participate in a young aggressive management team and provide our clients with the skills to assist them in achieving their targets, exceptional rewards are available including an early board appointment. Apply reference 0325/FT Reed Executive Selection Limited, 146 New Bond Street, London W1Y 0JU. Robophone 01-629 4455.

Are you a young qualified accountant with a commercial flair and would you like to work for a consumer orientated company whose products are known throughout the World? Following the re-organisation of its marketing and selling activities in Europe and the Eastern Hemisphere, our client wishes to recruit a professional A.C.A. or A.C.C.A. to monitor performance in each country, interpret trends and most important of all, provide advice on how profitability could be improved. Opportunities for career advancement in this fast-moving environment are almost unlimited and there are real possibilities for some overseas travel. Ref: 0444/FT. Apply to Reed Executive, 146 New Bond Street, London W1Y 0JU. Robophone 01-629 4455.

London • Birmingham • Manchester • Leeds • Edinburgh

## Accountants for Consultancy

Starting Salaries £4,500 to £6,000 p.a.

We need to recruit more accountants to maintain the steady expansion of our financial and general management consultancy practice.

Our financial consultants undertake a very wide range of assignments, including total corporate reviews, strategic organisation studies, development of advanced management information systems and profitability analyses of all types. Much of the work involves close co-operation with our consultants from other disciplines, such as specialists in model-building, on-line computer systems, and consumer marketing.

As we are normally reporting at board level, our financial consultants must be highly literate and articulate but, above all, we are looking for men and women with a flexible intellectual outlook who will genuinely enjoy deploying their creative skills in a wide variety of situations.

If you are a qualified accountant with relevant post-qualification experience, aged 27 to 37, and attracted to the idea of a spell in this sort of consultancy environment, we should like to hear from you. A good university degree or MBA would be preferable, and knowledge of a major European language an advantage.

Most of our consultants are based in our London, Birmingham, Leeds or Manchester offices. Basic U.K. starting salaries are in the range £4,500 to £6,000 p.a. with ample scope for advancement. For those who are interested, frequent opportunities arise to work overseas on generous supplementary terms.

Write in confidence to:

Donald Matthews,  
Peat, Marwick, Mitchell & Co.,  
Austral House, Basinghall Avenue,  
London, EC2V 5EU.

## POTENTIAL FINANCIAL DIRECTORS

**ASHLEY INDUSTRIAL TRUST LIMITED** was set up 20 months ago with adequate financial backing to develop opportunities in industrial management situations. During the intervening period substantial interests have been acquired in three distinct industrial sectors, each headed by a quoted company and embracing in all nine operating companies. The Ashley policy is one of expansion both organically and by acquisition into market sectors capable of maintaining significant profit growth. This policy demands financial management techniques

which are rapidly being developed. At present there are several vacancies for Financial Controllers at subsidiary and group level situated in various parts of England. We expect that rapid expansion will create more openings.

We wish to fill these vacancies with ambitious qualified accountants in their 30's who are already well versed in the whole spectrum of financial management techniques. They must be capable of translating figures into commercial terms as well as doing the sums. We shall be seeking a demonstration of board room

potential in the first year or two. These positions offer salaries in the range of £4,000-£6,500 p.a. depending on company size and location. Car and modern pension scheme are provided together with generous relocation expenses if necessary. If you feel confident you can cope with a demanding and exhilarating life with considerable prospects for self-development and advancement, apply for an application form to:-  
W. B. Wright, B.A. (Econ)  
F.C.A., Ashley Industrial Trust Limited, Ashley House, 30 Ashley Road, Altrincham, Cheshire WA14 2DW.

**Mitchell Cotts Transport Ltd.**

## CHIEF ACCOUNTANT

his public Company holds a substantial and expanding on in the Transport and Warehousing industry in the Kingdom. Its transport fleet is largely engaged direct hire with British companies of national repute here is an extensive network of branches and depots throughout the United Kingdom.

In addition there are substantial warehouse premises in Midlands and West Country and a major cold storage business in the South East. All sectors of the firm have a record of consistent and profitable growth. The Chief Accountant will assume responsibility for the financial control of the company and in particular the preparation of Management Accounts, Detailed Annual Cash Flows and Five Year Plans. The ability to use and supervise Accounts Departments and systems company and branch level is an essential requirement.

We are therefore looking for a qualified Accountant in the 30/45 age bracket with extensive practical experience in type of business, preferably acquired with a major public company. The appointment carries a salary of around £5,000 p.a. and a generous non-contributory pension scheme. Applicants should send details of their qualifications in complete confidence to:-

The General Manager,  
Mitchell Cotts Transport Limited,  
Cotts House, Cannon Street,  
London, EC3A 7BJ.



## MANAGEMENT ACCOUNTANT

£2,800 to £3,200 + Car + Full Relocation Costs

We seek Accountants who are ambitious, qualified or recently qualified A.C.A. or A.C.C.A. members. We are the U.K. subsidiary of an American and rapidly expanding multinational company which is the world leader in the field of specialist Engineering. The company has a turnover of £100 million and is expanding rapidly. The Management Accountant will be responsible for the financial control of the company and in particular the preparation of Management Accounts, Detailed Annual Cash Flows and Five Year Plans. The ability to use and supervise Accounts Departments and systems company and branch level is an essential requirement.

We are therefore looking for a qualified Accountant in the 30/45 age bracket with extensive practical experience in type of business, preferably acquired with a major public company. The appointment carries a salary of around £5,000 p.a. and a generous non-contributory pension scheme. Applicants should send details of their qualifications in complete confidence to:-  
Douglas Kene Group Limited,  
Welwyn Garden City, Herts.

## Euro-dollar Broker

An experienced euro-dollar broker is required for employment in New York with our subsidiary company SHORTERM INTERNATIONAL INC., which is actively engaged in the Federal Fund market throughout the United States.

The person selected will be required to spend an initial period of two years in New York and will be responsible for the development and co-ordination with London of the euro-dollar market in the Americas.

This will be a senior appointment and will lead to promotion within the group either in the U.S. or UK/Europe.

Interviews are to be conducted in London at which terms and future prospects will be discussed.

Replies, which will be treated in the strictest confidence, to:-

Managing Director,  
Shorterm International Ltd.,  
128/129 Cheapside,  
LONDON EC2V 6JD.  
01-400 0225.

**International Settlements**  
c. £3000

Our client is seeking to appoint an experienced and knowledgeable person to the International Settlements. This is a responsible and rewarding position which will allow the selected candidate to formulate a progressive strategy for an immediate appointment. Graham Coulson on 01-405 3499.

**Stockbroking Division**  
**Lloyd Executive**  
29-30 High Holborn, London WC1V 6AZ

**General Office**  
c. £2500

We are retained by our clients to select qualified personnel at all levels. Currently we require experienced, able, capable of accepting responsibility in the following departments:  
Divisions  
Transfers  
Treasuries  
A progressive and interesting career will be offered within a challenging yet friendly environment. For an immediate appointment telephone Anthony Jones on 01-405 3499.

**Stockbroking Division**  
**Lloyd Executive**  
29-30 High Holborn, London WC1V 6AZ

**Private Clients**  
c. £3000

Our Client, a leading City broker, requires a fully experienced Private Client Investment Advisor. Age 24-30, the ideal candidate will have had at least 3 years' experience Private Client portfolio management.  
This is a career opportunity to assume considerable responsibility providing a secure future and real prospects. To discuss this position in strict confidence please contact Graham Coulson on 01-405 3499.

**Stockbroking Division**  
**Lloyd Executive**  
29-30 High Holborn, London WC1V 6AZ

**Research Department**  
c. £5000

Leading firm requires two fully experienced analysts with comprehensive knowledge of equity markets.  
This is a superb opportunity to join a highly efficient and closely-knit team. A high degree of flexibility and self-motivation is essential. For further details in the strictest confidence please telephone Anthony Jones on 01-405 3499.

**Stockbroking Division**  
**Lloyd Executive**  
29-30 High Holborn, London WC1V 6AZ

## Financial Administrator

London over £5,000

Our client, a recently established City based UK subsidiary of an international finance company, wish to appoint a Financial Administrator. Reporting to the Managing Director, he will assume full responsibility for the accounting, administration, financial planning and reporting and will be expected to play a key part in the management and development of the company.

The ideal candidate, aged between 28-35, will be a qualified accountant, preferably with banking or relevant City experience.

This is a challenging opportunity for an ambitious individual with excellent opportunities for someone interested in international finance. In addition to salary, an annual bonus is paid and there will be attractive fringe benefits.

Apply, in confidence, giving brief career details and salary progression to Bryan Williams, quoting reference 297/FT.

**AMS**

Arthur Young  
Management Services,  
Moor House, London, W11,  
London EC2Y 5HP.  
Tel: 01-628 4070 Ext. 309.

## INVESTMENT FUND MANAGER

This new appointment manages the Life Fund with a medium-sized composite insurance company with a high reputation and an above average growth rate for the industry. The company has total assets exceeding £200m. and has been writing life business for six years. The Life Fund, which is expanding rapidly, is currently valued at just under £20m. It contains a number of internal equity funds in addition to other general life funds.

At present the company's principal investment portfolios are managed by external advisers. The proposed policy change means that the Investment Fund Manager will have the opportunity to influence at an early stage the development of the Investment Department. The career potential is obviously considerable.

We want a man of about 30 with at least 5 years investment experience covering both equities and fixed interest stocks, primarily in the U.K. He will join a young management team based in the City Head Office.

Salary: not less than £5,000 per annum, plus the usual benefits. Please write in the strictest confidence quoting reference number. Should there be any companies to whom you do not wish your application forwarded, please advise on separate letter.

**InterAd Limited**  
Bel. CSD 181  
Cliffords Inn,  
Fetter Lane, London, EC4A 1EA.

## Financial Director

£8,000

This is a new main Board appointment with a quoted, profitable, medium/heavy engineering and manufacturing group. There are many subsidiaries, almost 2,000 employees and turnover exceeds £11m.

Reporting to the Group Managing Director, the Financial Director will advise the Board on corporate policy and financial strategy, covering U.K. and European interests. He will be fully responsible for the effective operation of the group's partially computer based, divisionalised accounting and finance functions, advising on all key appointments in these areas.

Essentially a Chartered Accountant and possibly a graduate, he is unlikely to be under 35 years of age or currently earning less than £6,000 p.a. He must possess some years' experience of the capital equipment industry and now be operating at, or close to, Board level - preferably with a successful public company having international interests. He should be well practised in City activities and fluent French would be an advantage.

Commencing salary up to £8,000 plus a car and other benefits. Location Central London Head Office but some travelling must be expected.

Please write briefly and in complete confidence to P. J. G. Rolandi (Ref. 339).

**Beckwith Management Search Ltd.**  
64-66 BAKER STREET LONDON W1M 1DL

ASSOCIATED WITH COMPANIES IN: AUSTRALIA-BELGIUM-CANADA-FRANCE ITALY-MEXICO-PUERTO RICO-SCANDINAVIA-SPAIN-USA-WEST GERMANY

## financial controller

£3500

We are a major international group of publishing companies with decentralised management. Each company in the group has its own accounting team and in addition we have a small central accounts unit.

The present Financial Controller of the central accounts unit is a 24 years old A.C.A., who joined us 18 months ago and will shortly be promoted to Financial Controller and Secretary of one of our major operating companies. We are looking for a successor.

The successful candidate is likely to be an A.C.A. who is looking for an early recognition of his talents and promotion to Financial Directorship of one of our operating companies. Although the successful candidate will be involved in the affairs of companies which cover almost all the sectors of the publishing market, experience of publishing is not essential.

If you are young, keen, energetic and ambitious please write to me:

Peter Morrison FCA, BPC Publishing  
Publishing Limited, 49, Poland Street,  
London W.1.

**BPC Publishing Ltd**

## Manager for Bristol Office

Antony Gibbs & Sons, Ltd. require a Regional Manager for an office of the Bank being opened in Bristol. Commercial banking experience and extensive business contacts in the Bristol area are essential.

The Manager will spend an initial period in London to acquaint himself with the full range of the Group's commercial banking, corporate finance, investment management and personal financial advisory services.

Terms and conditions of employment are extremely attractive, and will include a fully competitive salary, mortgage assistance, a company car, and contributory pension scheme with free life assurance, and personal accident cover.

Please write in confidence, with full details of career to date, including salary progression, to the Secretary, Antony Gibbs & Sons Ltd., 23 Blomfield Street, London EC2M 7NL.

## OPERATIONAL RESEARCH ANALYST FOR INTERNATIONAL LEASING COMPANY

ORION LEASING is an international leasing company owned by six major world banks.

We are looking for an Operational Research Analyst:

**RESPONSIBILITY:** The Analyst will be responsible to the manager of the planning control group for reviewing and developing computer programmes concerned with the financial appraisal of international leasing contracts and company financial planning. In addition he or she will be required to advise and assist marketing and credit appraisal staff in computer work.

**SALARY AND CONDITIONS:** £2,500-£3,500 p.a.; luncheon vouchers; 4 weeks' holidays; pension scheme (details still to be finalised).

**REQUIREMENTS:** Applicants should be graduates in O.R. or an approved scientific discipline, with at least one year's practical experience in a management service environment. They should have experience in both accounting and computer programming, and be prepared to travel overseas.

Please apply in writing with curriculum vitae to:  
The Planning Control Manager,  
Orion Leasing Holdings Limited,  
P.O. Box 276, St. Helen's,  
1 Undershaft, London EC3P 3EY.



## ASSISTANT COMPANY SECRETARY

A large multi-national corporation wishes to appoint a solicitor or barrister to assist the company secretary in all aspects of commercial legal work.

Ideally, applicants should be in their mid-30s, have had experience with a merchant bank or international company and have practical knowledge of U.K., E.E.C. and overseas negotiations. He will supervise those aspects of commercial legal work, which are dealt with through the secretarial office, especially the acquisition and disposal of companies and businesses.

Based in London, he will be a senior member of a small central team and must be able to establish effective working relationships at the highest level within the company.

Salary according to experience but not less than £6,000 p.a.

Please write in confidence giving brief career details to Box T.2663, Financial Times, 10, Cannon Street, EC4P 4BY.

## Senior Consulting Accountants

£5000 - £7000

DELOITTE, ROBSON, MORROW & CO. invite applications from experienced and outstandingly able accountants, capable of working with clients at Board level, for positions as senior consultants.

Applicants aged 30-36 must have qualified as accountants or MBAs, after obtaining a good degree. They must be able to demonstrate at least five years' successful career progression in either financial or general management, together with the personal qualities of initiative, enthusiasm and integrity which management consultancy demands.

These attractive opportunities, with excellent prospects for promotion, carry commencing salaries in the range £5000-£7000 p.a.

The positions will be based in London, but reasonable mobility will be required within the UK. Opportunities will also arise for working in Continental Europe and in Africa.

Please write in confidence, giving brief details of qualifications, age and experience, and quoting reference 373, B. to:

**D** Alan McFetrich (Partner),  
P.O. Box 207,  
128 Queen Victoria Street,  
London EC4P 4JX.

## 3 Important Accountancy Posts

**Solicitors - Central London £3,000+**

New appointment to take over control of partnership's own finance and accountancy. Also clients accounts. Knowledge/experience trust accounts, etc useful.

**Thermal Insulation Engineers - Barking Essex £3,000 c.**

Promotion of Chief Accountant to the Board creates vacancy for an accountant aged about 30 to operate daily control of group accounting functions including monthly management accounts.

**Electronics - Hainault, Essex £2,750 c.**

Management Accountant, mid 20's, ideally experienced electronics, for Nationally known company, firstly to merge two management information systems, then run department and produce management accounting information.

ALL these jobs have excellent opportunities for progress. Write or phone:

**H.T.J. Ansell, Pike Russell & Associates**  
150 Cheapside, EC2V 6JA, 01-606 1644 (DAY)  
(0277 - 227985, evenings and weekends)

## Group Financial Controller

for a public industrial holding company with a wide range of operating subsidiary activities and a turnover of £25m. This broad-based group, essentially sound and possessing growth potential, is temporarily in a situation of consolidation and recovery, in which incisive cash control, profit-planning and financial co-ordination and control of operating activities will be vital. The man appointed will work closely alongside the Group Chief Executive and will serve on subsidiary Boards. Achievement should bring a holding company directorship within a year. Candidates should be qualified accountants, with a broad industrial background that has embraced general management as well as financial responsibility and achievement. Share incentive scheme, car and other benefits. Midland location. Please write - in confidence - stating how requirements are met to P. Saunders reference B.37267.

from £8000

**MSL** Management Consultants in Human Resources 17 Stratton Street, London, W1X 6DB.  
BIRMINGHAM GLASGOW MANCHESTER

## Central London

Chartered Accountant to £4,300 mid 20's

This is an opportunity to capitalise on your professional experience and establish an excellent basis for a career in industry. The Company has world-wide interests with an impressive record of self-generated growth and profitability. The man appointed will operate in the corporate headquarters and assist in the preparation of reporting packages for the Board and senior management. He will therefore be appraising and commenting on the results of operating companies, identifying trends and making recommendations for action as well as being involved in a number of ad hoc studies. Ref: 541 FT Apply to: R.A. Phillips, ACIS, FCII, 2-4 King Street, St. James's, London SW1Y 6QL. Tel: 01-930 9982.

**Phillips & Carpenter**  
Selection Consultants

## Investment Manager The Electricity Council

Heading a Branch of 14, he will be responsible to the Council's Financial Adviser for managing the investment of superannuation and other funds totalling several hundred £m. and spread widely over property, quoted and unquoted securities. The superannuation schemes operated by the Supply industry rank among the largest institutional investors in the UK and have a steady flow of new income for investment. The post requires a man of first-class experience and proven capability in large-scale investment management, who will combine sound technical knowledge with the ability to co-ordinate to optimum effect the work of the specialists employed in the Branch and the advisory services available from outside firms and institutions. Starting salary negotiable around the figure indicated. Please write - in confidence - stating how each requirement is met to P. Saunders reference B.37272.

about £8000

**MSL** Management Consultants in Human Resources 17 Stratton Street, London, W1X 6DB.  
BIRMINGHAM GLASGOW MANCHESTER

## Finance Director

£10,000+

The retailing interests of British American Tobacco in this country currently account for a £200m. turnover and further expansion is actively sought. A Finance Director is required who will work closely with the Managing Director, Retailing, and will assume responsibility for the finance, accounting, EDP and administrative functions of this division. He will take over a staff of more than 200 and his first task will be to establish common control and information systems throughout the organisation. As a key member of the Board however, his role will extend to corporate strategy. Candidates, aged 35-45, should be qualified accountants with top level finance and control experience, preferably in the retail trade. Salary is widely negotiable, but in any case will not be less than £10,000. A car is provided. Success in the post could lead to international responsibilities with the group. Location is Central London.

(Personnel Services: Ref. AA34/4876/FT)

The identity of candidates will not be revealed to our client without prior permission given during a confidential discussion. Please send brief career details, quoting reference number to the address below, or write for an application form, and advise us if you have recently made any other applications.

**PA** PA Management Consultants Limited,  
Personnel Services Division, Hyde Park House,  
Knightsbridge, London SW1X 7LE

## FNFC

## CORPORATE LAWYER FOR MERCHANT BANK

First National Finance Corporation is continuing its rapid growth, and, as a result, we require a qualified solicitor fully experienced in corporate transactions.

This position would ideally suit an ambitious lawyer who wants to increase his commercial experience. The successful candidate can expect rapid promotion within the group.

The remuneration package, which includes a car, should prove no obstacle to the right man.

Please send full details of your career to date to:  
Simon A. Hill, First National Finance Corporation Limited,  
First National House, Finsbury Pavement, London EC2P 2HJ.

First National Finance Corporation Limited

## FINANCIAL DIRECTOR

£15,000 plus fringe benefits and possible equity participation

British Public Trading Company with after tax profits of approximately £1 million requires Financial Director to Head Treasury, Comptroller and Administration Departments.

This post offers an excellent opportunity at senior level. Please write in confidence to Box T.2658, Financial Times, 10, Cannon Street, EC4P 4BY.

## DILLON, READ OVERSEAS CORPORATION LONDON

requires

BOND/EQUITY SALESMAN

to cover institutional clients on the Continent. The candidate ought to have had at least 3 years' experience in a sales or trading job with a reputable securities firm.

Salary negotiable.

Languages: English plus French and/or Italian.

Write to:

Mr. U. E. Flach, Vice-President, 1, Hill Street, London W1X 7FA

## FOREIGN EXCHANGE DEALING

The active London branch of a large North American bank seeks to recruit a capable, qualified Foreign Exchange Dealer. He should have a minimum of 4 years' experience of dealing in all major currencies, and will work on his own initiative under the principal dealer.

Salary is negotiable, and is likely to be in the range £4000/£5000.

In strict confidence, please telephone Brenda Shepherd (Director) on 01-623-5051

JONATHAN WREN & CO LTD., BANKING APPOINTMENTS  
THE WHITE HOUSE, 15 FISH STREET HILL, LONDON EC2A 8EP

## Head Office

## Manager, Accounting

The British Steel Corporation has currently an annual turnover of £1,500 million, which will increase substantially over the next few years.

A MANAGER, ACCOUNTING is sought at its Head Office in London whose main responsibilities will be to establish proper policies, programmes and procedures for:

\* The preparation and compilation of the annual and interim accounts (dealing with auditors in this respect)

\* The preparation of monthly reports of trading results and of the financial position of the Corporation (on which he will be personally required to report to highest management).

A Chartered Accountant, probably not older than 45, is required to fill this important vacancy, who can offer industrial experience beyond his professional training and will therefore bring with him: a knowledge of the problems and techniques of accounting in industry; an appreciation of the economic and technical factors which influence the type of reporting necessary to gain its acceptance in an organisation of the size and nature of the Corporation.

This is an opportunity for the right man to establish himself at a senior level at the centre of the Finance function in a large-scale, developing and internationally operating industry.

Interested candidates should apply (quoting reference H080) to:

Head of Management  
Appointments & Development,  
BRITISH STEEL CORPORATION,  
P.O. Box No. 403,  
Grosvenor Place,  
London, SW1X 7JG

## Treasurer

A highly qualified individual is sought to join a young dynamic European headquarters management team as Treasurer for this growth orientated multinational U.S. company.

Responsibilities include advising management on all aspects of financial planning and ensuring financial resources are obtained at minimum costs. Maintaining sources of financial resources through banks and other financial institutions throughout Europe is an important part of the responsibilities.

The candidate is likely to be a qualified Accountant with experience in finance or related activities in a large multinational organisation.

Only those candidates who can justify a total compensation package in excess of £7,500 need apply. Write with full career details and salary history to Position No. BST-4024 Austin Knight Limited, London W1A 1DS.

Applications are forwarded to the client concerned, therefore companies in which you are not interested should be listed in a covering letter to the Position Number Supervisor.

**AK ADVERTISING**

## HUNGARIAN INTERNATIONAL BANK LTD.

## Experienced Dealer

An experienced Foreign Exchange and Deposit Dealer required for the London subsidiary of the National Bank of Hungary.

Fine opportunity to join a Bank which is about to take an active part in the London market.

Initial salary negotiable according to experience. Please ring or write to:

J. Leslie Smith  
Hungarian International Bank Ltd  
Princes House  
95 Gresham Street, EC2V 7NE  
Tel.: 606 0237

## FINANCIAL ACCOUNTANT

An expanding, medium-sized engineering company with Head Office situated in London, N.1, and a member of East Sussex Engineering Group requires a Financial Accountant to join the management team.

The successful applicant will be directly responsible for the preparation of statutory accounts, management information and the day-to-day running of the Accounts Department.

Applicant should be aged over 25, have reached at least an intermediate stage of a recognised Accountancy or Secretarial qualification and have sound commercial experience.

Commencing salary, depending on age and experience, will be in the region of £2,500 p.a. Benefits include contributory Pension Scheme and free Life Assurance.

For an application form, please write to or telephone Miss Kirstein at 34 Englefield Road, London N1 4HB (01-254 6431).

## STOCKBROKING-SOUTH COAST

A leading firm of London stockbrokers have recently opened a branch office on the South coast. They would like to hear from members of The Stock Exchange or other individuals, with substantial business of their own, who would like to live in the area and operate from the new office.

Replies, which will be treated in strict confidence, to Box A.B. 100, Financial Times, 10, Cannon Street, EC4P 4BY.







# Low surges 8.9 in heavy trading Little change in foreign exchange

BY OUR WALL STREET CORRESPONDENT

NEW YORK, Sept. 26.

HELED BY an aggressive demand for automotive stocks, the market opened with a strong advance on Wall Street today, pushing its advance into the third consecutive session.

At the close, the Dow Jones Industrial Average was up 8.9 at 1,449.50. The NYSE All Common Index rose 0.42 to 158.75.

Advances were led by 14.58 in volume, with 1.4 billion shares traded.

The biggest factor in the advance appears to be the fact that a number of interest rates have reached a peak or are expected to do so.

Several money market experts believe a peak is near, but they are not sure just when it will start coming down.

General Motors, Ford and Chrysler all advanced more than 1 per cent, with GM up 1.4 per cent.

Other reported gains include:

stronger frame and stability on the money market.

Engineering, Motor, Rubber and Chemicals were firmer with Puk markedly higher, following its first-half profit announcement.

Real-estate and foreign exchange were also active, with the latter showing a higher first-half profit.

Among foreign issues, American, Dutch and Canadian firms were active, with the latter showing a higher first-half profit.

BRUSSELS—Dutch stocks tended easier, brokers said. Electricals were mixed, with Traceler gaining but Acee lower.

In steel, Claiborne rose on dividend news, while Harnett, Sams and Vielle Montagne moved.

General Motors, Ford and Chrysler all advanced more than 1 per cent, with GM up 1.4 per cent.

Other reported gains include:

Gold, eased, as did Montedison, RTZ, Tals, Imperial Oil, French stocks.

AMSTERDAM—Royal Dutch weakened after a firm rise in Dutch international.

Plantations were narrowly mixed and shipping was mixed, with investments funds firmer.

STOCKHOLM—Maintained. OSLO—Banks and Shipping were steady. Insurances steady.

VIENNA—Easier, with buying interest minimal. COPENHAGEN—Mixed in active trading.

MILAN—Lower over a broad front in quiet trading on lack of interest.

In leading Industrials, Montedison, Fiat, Smla Viscosa, Autoc, Pirelli and Olivetti all lost ground.

Assicurazioni Generali was unusually lower in Insurances, Rastogi eased in Financials as did Mediobanca in Banks.

Bonds were fairly active at mostly steady prices.

SWITZERLAND—Sharply firmer on active buying support, with the rally fuelled by renewed confidence in the Swiss economy.

quicker conditions on foreign exchange markets and the continued strength of Wall Street, dealers said.

Swissair, Banks and Financials moved higher, while Elektrowatt was markedly firmer. Insurances were higher by Zurich Bearer and Registered while Rueckversicherer Bearer lost most of its gain.

Chemicals rose on heavy demand. All Ciba-Geigy shares, Lonza and Sandoz rose strongly.

Hoffmann La Roche shares firmed.

Heru, both Nestle and Roche Bearer led Foods higher. Tobacco share Rinsow was also a firm spot.

While in Metals and Engineering, Alusuisse extended their overnight advance. Utilities firmed on renewed interest.

State Bonds closed easier.

Among foreign shares, Dollar stocks were irregularly higher in active dealings, with IBM recovering.

Dutch issues were slightly firmer, as well as German shares.

FRANKFURT—Mixed with investment fund activity dominating the market.

Some issues firmed considerably, as funds made purchases to boost end-quarter share prices.

Bayernische Bank firmed strongly with Bayernbank and Bayerische Vertriebsbank closing higher.

Deutsche and Commerzbank closed early losses. Some Chemicals and Electricals closed lower while Steels and Engineering issues dropped.

Among Industrials, Volkswagen and Daimler and Volkswagen firmed.

Public Bond issues eased. D-mark foreign loans generally firmed.

AUSTRALIA—Several leaders in Mining issues made substantial gains. Oils tended to ease.

Broken Hill South climbed 13 per cent in Minings to \$1.94, while Peko-Wallaced put on 10 cents to \$1.95.

Powder gained 10 cents to \$2.00, Borealis and Hamersley rose 1 cent and 3 cents each to \$2.35 and \$2.72.

CRA added 8 cents to \$2.68 while MIM closed 2 cents down at \$2.10.

After being higher during the day.

Among Industrials, Toob's Brewery closed 2 cents down at \$2.10. Philip Morris dropped 20 cents to \$6.50 and BHP was down 2 cents to \$7.45, after being 4 cents up.

CSR rose 5 cents to \$4.05, Bank of NSW 8 cents to \$2.67, and National Bank 1 cent to \$2.67.

In stock, Woodside-Burnham added 6 cents to \$2.12.

TOKYO—Serged ahead under active buying interest as trading moved into the new account.

The market made a sharp advance in the morning session on the performance of the Nikkei in the past few days and a string of consecutive advances on the New York Stock Exchange.

Leading issues were well-bought, but some met profit-taking in the afternoon.

Honda Motor rallied sharply in the morning but closed slightly up and Sony lost as late profit-taking.

edison, Fiat, Smla Viscosa, Autoc, Pirelli and Olivetti all lost ground.

Assicurazioni Generali was unusually lower in Insurances, Rastogi eased in Financials as did Mediobanca in Banks.

Bonds were fairly active at mostly steady prices.

SWITZERLAND—Sharply firmer on active buying support, with the rally fuelled by renewed confidence in the Swiss economy.

quicker conditions on foreign exchange markets and the continued strength of Wall Street, dealers said.

Swissair, Banks and Financials moved higher, while Elektrowatt was markedly firmer. Insurances were higher by Zurich Bearer and Registered while Rueckversicherer Bearer lost most of its gain.

Chemicals rose on heavy demand. All Ciba-Geigy shares, Lonza and Sandoz rose strongly.

Hoffmann La Roche shares firmed.

Heru, both Nestle and Roche Bearer led Foods higher. Tobacco share Rinsow was also a firm spot.

While in Metals and Engineering, Alusuisse extended their overnight advance. Utilities firmed on renewed interest.

State Bonds closed easier.

Among foreign shares, Dollar stocks were irregularly higher in active dealings, with IBM recovering.

Dutch issues were slightly firmer, as well as German shares.

FRANKFURT—Mixed with investment fund activity dominating the market.

Some issues firmed considerably, as funds made purchases to boost end-quarter share prices.

Bayernische Bank firmed strongly with Bayernbank and Bayerische Vertriebsbank closing higher.

Deutsche and Commerzbank closed early losses. Some Chemicals and Electricals closed lower while Steels and Engineering issues dropped.

Among Industrials, Volkswagen and Daimler and Volkswagen firmed.

Public Bond issues eased. D-mark foreign loans generally firmed.

AUSTRALIA—Several leaders in Mining issues made substantial gains. Oils tended to ease.

Broken Hill South climbed 13 per cent in Minings to \$1.94, while Peko-Wallaced put on 10 cents to \$1.95.

Powder gained 10 cents to \$2.00, Borealis and Hamersley rose 1 cent and 3 cents each to \$2.35 and \$2.72.

CRA added 8 cents to \$2.68 while MIM closed 2 cents down at \$2.10.

After being higher during the day.

Among Industrials, Toob's Brewery closed 2 cents down at \$2.10. Philip Morris dropped 20 cents to \$6.50 and BHP was down 2 cents to \$7.45, after being 4 cents up.

CSR rose 5 cents to \$4.05, Bank of NSW 8 cents to \$2.67, and National Bank 1 cent to \$2.67.

In stock, Woodside-Burnham added 6 cents to \$2.12.

TOKYO—Serged ahead under active buying interest as trading moved into the new account.

The market made a sharp advance in the morning session on the performance of the Nikkei in the past few days and a string of consecutive advances on the New York Stock Exchange.

Leading issues were well-bought, but some met profit-taking in the afternoon.

Honda Motor rallied sharply in the morning but closed slightly up and Sony lost as late profit-taking.

## INDICES

### NEW YORK

#### DOW JONES AVERAGES

Index	Sept. 26	Sept. 25	Sept. 24
Dow Jones Industrial	1449.50	1440.00	1430.00
Dow Jones Transportation	115.00	114.00	113.00
Dow Jones Utility	115.00	114.00	113.00
Dow Jones Average	158.75	158.33	157.91

#### NYSE

Index	Sept. 26	Sept. 25	Sept. 24
NYSE All Common	158.75	158.33	157.91
NYSE Volume	1.45	1.40	1.35

#### AMERICAN SE MARKET VALUE INDEX

Index	Sept. 26	Sept. 25	Sept. 24
American SE Market Value	100.00	100.00	100.00

#### OTHER MARKETS

##### Canada higher

Prices closed mixed in active trading on the Montreal stock exchange. Industrials and Banks moved higher, while utilities and metals declined. The Montreal Industrial Index added 1.07 at 2,534.00.

Chrysler gained 8 1/2 to \$29 and Home Oil "A" 8 1/2 to \$40.

The Toronto Industrial Index closed at 2,255.49, up 1.18.

PARK-Wellington continued with investors encouraged by

## INDICES

### NEW YORK

#### DOW JONES AVERAGES

Index	Sept. 26	Sept. 25	Sept. 24
Dow Jones Industrial	1449.50	1440.00	1430.00
Dow Jones Transportation	115.00	114.00	113.00
Dow Jones Utility	115.00	114.00	113.00
Dow Jones Average	158.75	158.33	157.91

#### NYSE

Index	Sept. 26	Sept. 25	Sept. 24
NYSE All Common	158.75	158.33	157.91
NYSE Volume	1.45	1.40	1.35

#### AMERICAN SE MARKET VALUE INDEX

Index	Sept. 26	Sept. 25	Sept. 24
American SE Market Value	100.00	100.00	100.00

#### OTHER MARKETS

##### Canada higher

Prices closed mixed in active trading on the Montreal stock exchange. Industrials and Banks moved higher, while utilities and metals declined. The Montreal Industrial Index added 1.07 at 2,534.00.

Chrysler gained 8 1/2 to \$29 and Home Oil "A" 8 1/2 to \$40.

The Toronto Industrial Index closed at 2,255.49, up 1.18.

PARK-Wellington continued with investors encouraged by

## U.S. STOCK INDICES

### STANDARD AND POORS

Index	Sept. 26	Sept. 25	Sept. 24
Standard & Poors 500	158.75	158.33	157.91

#### STOCK AND BOND YIELDS

Index	Sept. 26	Sept. 25	Sept. 24
10-yr. Bond Yield	11.50%	11.50%	11.50%
30-yr. Bond Yield	12.50%	12.50%	12.50%

#### WEDNESDAY'S ACTIVE STOCKS

Stock	Price	Change
IBM	165.00	+2.00
General Motors	29.00	+0.50
Ford	28.00	+0.25

#### TORONTO

##### INDUSTRIAL INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Toronto Industrial	2255.49	2254.31	2253.13

#### MONTREAL

##### INDUSTRIAL INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Montreal Industrial	2534.00	2532.93	2531.86

#### JOHANNESBURG

##### INDUSTRIAL INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Johannesburg Industrial	100.00	100.00	100.00

## MELBOURNE YIELDS

Index	Sept. 26	Sept. 25	Sept. 24
Melbourne Yields	10.00%	10.00%	10.00%

#### SYDNEY ALL ORD. INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Sydney All Ord. Index	100.00	100.00	100.00

#### HONG KONG INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Hong Kong Index	100.00	100.00	100.00

#### SINGAPORE INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Singapore Index	100.00	100.00	100.00

#### TOKYO NEW SE INDEX

Index	Sept. 26	Sept. 25	Sept. 24
Tokyo New SE Index	100.00	100.00	100.00

#### EUROPE

##### Belgium

Index	Sept. 26	Sept. 25	Sept. 24
Belgium Index	100.00	100.00	100.00

##### France

Index	Sept. 26	Sept. 25	Sept. 24
France Index	100.00	100.00	100.00

##### Germany

Index	Sept. 26	Sept. 25	Sept. 24
Germany Index	100.00	100.00	100.00

##### Holland

Index	Sept. 26	Sept. 25	Sept. 24
Holland Index	100.00	100.00	100.00

##### Italy

Index	Sept. 26	Sept. 25	Sept. 24
Italy Index	100.00	100.00	100.00

##### Sweden

Index	Sept. 26	Sept. 25	Sept. 24
Sweden Index	100.00	100.00	100.00

##### Switzerland

Index	Sept. 26	Sept. 25	Sept. 24
Switzerland Index	100.00	100.00	100.00

## FOREIGN EXCHANGES

### NEW YORK, Sept. 26.

Sterling showed little change yesterday against major currencies in general, with its trade-weighted average depressed by the Washington Currency Agreement of December, 1971, but German Euro-currency, narrowing to 19.92 per cent, the previous 19.92 per cent. The U.S. dollar was itself little changed, with the pound at 1.92 per cent.

Against major currencies, the dollar was little changed, with the pound at 1.92 per cent.

Short-term Euro-sterling deposits were relatively cheap, with the dollar at about 12 per cent. The dollar closed with mixed gains and losses, with the pound at 1.92 per cent.

Some uncertainty surrounded the publication of the latest U.S. overseas trade figures, though the slight deficit announced was followed by no clear reaction. The French franc closed at 16.16 per cent.

Deposits in the Euro-currency market tailed off, with the day-to-day rate ranging from about 7 per cent to 20 per cent, before ending around 13 per cent—against 14.44.

Among foreign shares, Dollar stocks were irregularly higher in active dealings, with IBM recovering.

Dutch issues were slightly firmer, as well as German shares.

FRANKFURT—Mixed with investment fund activity dominating the market.

Some issues firmed considerably, as funds made purchases to boost end-quarter share prices.

Bayernische Bank firmed strongly with Bayernbank and Bayerische Vertriebsbank closing higher.

Deutsche and Commerzbank closed early losses. Some Chemicals and Electricals closed lower while Steels and Engineering issues dropped.

Among Industrials, Volkswagen and Daimler and Volkswagen firmed.

Public Bond issues eased. D-mark foreign loans generally firmed.

AUSTRALIA—Several leaders in Mining issues made substantial gains. Oils tended to ease.

Broken Hill South climbed 13 per cent in Minings to \$1.94, while Peko-Wallaced put on 10 cents to \$1.95.

Powder gained 10 cents to \$2.00, Borealis and Hamersley rose 1 cent and 3 cents each to \$2.35 and \$2.72.

CRA added 8 cents to \$2.68 while MIM closed 2 cents down at \$2.10.

After being higher during the day.

Among Industrials, Toob's Brewery closed 2 cents down at \$2.10. Philip Morris dropped 20 cents to \$6.50 and BHP was down 2 cents to \$7.45, after being 4 cents up.

CSR rose 5 cents to \$4.05, Bank of NSW 8 cents to \$2.67, and National Bank 1 cent to \$2.67.

In stock, Woodside-Burnham added 6 cents to \$2.12.

TOKYO—Serged ahead under active buying interest as trading moved into the new account.

The market made a sharp advance in the morning session on the performance of the Nikkei in the past few days and a string of consecutive advances on the New York Stock Exchange.

Leading issues were well-bought, but some met profit-taking in the afternoon.

Honda Motor rallied sharply in the morning but closed slightly up and Sony lost as late profit-taking.

## OVERSEAS SHARE INFORMATION

### NEW YORK

Stock	Price	Change
IBM	165.00	+2.00
General Motors	29.00	+0.50
Ford	28.00	+0.25

## OVERSEAS SHARE INFORMATION

### NEW YORK

Stock	Price	Change
IBM	165.00	+2.00
General Motors	29.00	+0.50
Ford	28.00	+0.25

## OVERSEAS SHARE INFORMATION

### NEW YORK

Stock	Price	Change
IBM	165.00	+2.00
General Motors	29.00	+0.50
Ford	28.00	+0.25

## OVERSEAS SHARE INFORMATION

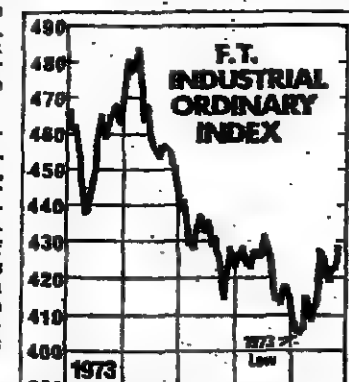
### NEW YORK

Stock	Price	Change
IBM	165.00	+2.00
General Motors	29.00	+0.50
Ford	28.00	+0.25



هكذا من الأصل

WWS		S.E. ACTIVITY	
Gen	Live	Gen	Live
77.3	53.10	hully	22.9
77.3	53.10	1st Inland	147.8
77.3	53.10	2nd Inland	121.3
77.3	53.10	3rd Inland	111.2
77.3	53.10	4th Inland	157.6
77.3	53.10	5th Inland	128.1
77.3	53.10	6th Inland	128.1
77.3	53.10	7th Inland	128.1
77.3	53.10	8th Inland	141.3
77.3	53.10	9th Inland	141.3
77.3	53.10	10th Inland	141.3
77.3	53.10	11th Inland	141.3
77.3	53.10	12th Inland	141.3
77.3	53.10	13th Inland	141.3
77.3	53.10	14th Inland	141.3
77.3	53.10	15th Inland	141.3
77.3	53.10	16th Inland	141.3
77.3	53.10	17th Inland	141.3
77.3	53.10	18th Inland	141.3
77.3	53.10	19th Inland	141.3
77.3	53.10	20th Inland	141.3
77.3	53.10	21st Inland	141.3
77.3	53.10	22nd Inland	141.3
77.3	53.10	23rd Inland	141.3
77.3	53.10	24th Inland	141.3
77.3	53.10	25th Inland	141.3
77.3	53.10	26th Inland	141.3
77.3	53.10	27th Inland	141.3
77.3	53.10	28th Inland	141.3
77.3	53.10	29th Inland	141.3
77.3	53.10	30th Inland	141.3
77.3	53.10	31st Inland	141.3
77.3	53.10	32nd Inland	141.3
77.3	53.10	33rd Inland	141.3
77.3	53.10	34th Inland	141.3
77.3	53.10	35th Inland	141.3
77.3	53.10	36th Inland	141.3
77.3	53.10	37th Inland	141.3
77.3	53.10	38th Inland	141.3
77.3	53.10	39th Inland	141.3
77.3	53.10	40th Inland	141.3
77.3	53.10	41st Inland	141.3
77.3	53.10	42nd Inland	141.3
77.3	53.10	43rd Inland	141.3
77.3	53.10	44th Inland	141.3
77.3	53.10	45th Inland	141.3
77.3	53.10	46th Inland	141.3
77.3	53.10	47th Inland	141.3
77.3	53.10	48th Inland	141.3
77.3	53.10	49th Inland	141.3
77.3	53.10	50th Inland	141.3
77.3	53.10	51st Inland	141.3
77.3	53.10	52nd Inland	141.3
77.3	53.10	53rd Inland	141.3
77.3	53.10	54th Inland	141.3
77.3	53.10	55th Inland	141.3
77.3	53.10	56th Inland	141.3
77.3	53.10	57th Inland	141.3
77.3	53.10	58th Inland	141.3
77.3	53.10	59th Inland	141.3
77.3	53.10	60th Inland	141.3
77.3	53.10	61st Inland	141.3
77.3	53.10	62nd Inland	141.3
77.3	53.10	63rd Inland	141.3
77.3	53.10	64th Inland	141.3
77.3	53.10	65th Inland	141.3
77.3	53.10	66th Inland	141.3
77.3	53.10	67th Inland	141.3
77.3	53.10	68th Inland	141.3
77.3	53.10	69th Inland	141.3
77.3	53.10	70th Inland	141.3
77.3	53.10	71st Inland	141.3
77.3	53.10	72nd Inland	141.3
77.3	53.10	73rd Inland	141.3
77.3	53.10	74th Inland	141.3
77.3	53.10	75th Inland	141.3
77.3	53.10	76th Inland	141.3
77.3	53.10	77th Inland	141.3
77.3	53.10	78th Inland	141.3
77.3	53.10	79th Inland	141.3
77.3	53.10		



0.59	174.47	177.95	177.15	177.02	30.50
0.59	11.62	11.58	11.57	11.57	20.50

left Putzfeinstrass 3p lowdowns increased 18Sp. Following the increase in half-year results and the dividend Union Corporation 3p up at 30Sp; UCI hardened to 251p.

**Movements in Financials**  
 generally minimal in a direction although Selection 3p at 37p on announcement of plans for improving fortunes of American Metal Climax; CAST were better at 75p in front of

	Sept. 18	Sept. 19	Sept. 20	Sept. 21	Sept. 22	Sept. 23	Sept. 24
Government Sec.	64.28	64.14	63.83	63.71	63.74	63.75	63.75
Fixed Income	64.02	64.32	64.07	64.05	64.02	64.02	64.02
Industrial Ordinary	426.8	426.8	426.8	422.2	419.8	420.3	420.3
Gold Mines	159.9	161.0	163.8	163.2	160.6	155.6	155.6
Ord. Div Yield %	4.43	4.46	4.49	4.30	4.50	4.50	4.50
Mining & Quarrying (excl.)	9.90	9.93	10.00	10.01	10.09	10.08	10.08
P. & M. Stocks incl. ex (excl.)	13.76	13.78	13.85	13.61	13.51	13.51	13.51
Holding Interest	5.89	6.06	6.06	6.06	6.02	6.10	6.10

\* 10 a.m. EST  
 2 p.m. 426.8 DOW 426.3 J.P.M. 426.4  
 LAMEX Index 0-248 0.25  
 2 p.m. 426.8 DOW 426.3 J.P.M. 426.4  
 LAMEX Index 0-248 0.25

(a) Based on 38 out of 40 stocks. Coverage 100% NIS=13.51. \* On old basis

HIGH AND LOWS				S.E. ACTIVITY			
1974		Since Cumulative				Since	Since
High	Low	High	Low			3-22-74	3-22-74
Govt. Sec.	78.09 65.16	127.3 65.06	63.10 49.03	Unl.- coll. Insured.....		147.9 12.8	21.7 21.7
Foreign Inv.	65.87 48.09	65.87 48.09	65.87 48.09	Insured..... Speculative.....		147.9 157.6	21.7 18.0
Ind.Ovrd.	502.5 300.0	543.6 300.0	49.5 300.0	S&P A- insured.....		157.6 84.6	18.0 18.0
Gold Min.	105.5 70.0	105.5 70.0	105.5 70.0	insured..... Speculative.....		105.5 141.3	18.0 18.0

[illegible]

Australian issues were en-  
gaged by overnight home ma-  
and another rise in the im-  
port currency premium. Full  
consideration of the increas-  
ing year's profits added 3  
BH South at 143p.

Poseldon rose 10p to 440p  
Hampden Areas were 8p to  
good at 148p. EZ Industrie  
2550 gave up most of the

### HORISED UNIT TRUSTS (p\*\*\*)

[illegible]







These indices are the joint compilation of The Financial Times, The Institute of Actuaries and The Faculty of Actuaries

Since Completion	
High	Low
206.57	82.8
(14/6/72)	(26/6/72)
233.84	85.0
(2/2/72)	(25/8/72)
589.33	84.8
(19/6/72)	(27/8/72)
350.04	84.7
(4/6/72)	(26/8/72)
202.57	151.
(16/7/72)	(28/9/72)
168.59	128.
(4/5/72)	(11/9/72)
136.70	43.8

177.41	79.1
2257.78	71.1
18567.41	86.6
2465.22	75.9
17.169	83.7
226.08	80.3
261.87	81.7
287.40	85.9
329.99	87.9
212.17	81.1
211.65	81.7
255.08	81.7
260.29	81.7
335.69	81.7
204.39	81.7
260.72	81.7

253.72	89.9
17/8/68)	(20/1/70)
339.16	94.3
12/8/72)	(13/8/72)
155.72	44.9
16/1/70)	(9/8/72)
201.92	93.2
11/1/69)	(25/8/69)
246.06	109.
11/8/72)	(28/8/72)
517.00	90.3
13/1/72)	(29/5/72)

285.85	76.5	
(28672)	(81187)	
220.17	190.0	
(24167)	(25718)	
331.66	87.2	
(24168/72)	(28456)	
241.41	98.8	
(25583)	(30875)	
258.52	89.2	
(24171)	(18565)	
226.94	18.6	
(24172)	(3358)	
353.72	80.0	
(44173)	(30876)	
94.46	54.4	
(24174)	(18566)	
166.27	65	
(24175)	(20717)	
75.57	10.6	
(24176)	(25719)	
224.22	56.0	
(24177)	(20718)	
503.15	130.0	
(24178)	(31120)	
245.79	60.5	
(24179)	(25720)	
228.16	85.7	

1/5/72	25/6/72
555.57	54.8
3/7/73	(25/8/73)
121.47	59.9
1/6/73	(14/11/73)
667.78	94.0
3/7/73	(25/4/73)
175.90	70.9
2/4/69	(2/11/73)
125.34	54.8
22/1/73	(27/5/73)

Since  
Compilation

High	Low
118.42	81.0
119.63	139.77
113.45	60.3
121.053	179.77
114.41	52.8
119.83	119.77
114.41	56.9
110.63	179.77

... on an IBM-3

... F.T.-Account  
... the Publisher  
... Census Bureau  
... released past 10

**\$ Yield**

Corp	
E.C.A. ....	
11.7	11.7
11.2	11.2
11.9	11.9
11.8	11.8
11.4	11.4

79.8			
07.2)			
17.	overseas		
	Limited		
ama,	Puerto R		
07.6			
Ltd.			
29.4;		01-343	
	Life Am. Soc		
ough	EED ST		
39.0)			
	(U.K.) Ltd.		
	S.B.H.	222-54	
	Co. Co. Ltd.		
	Rd., Aylenbu		
1.9			
2.1			
0.6			
	Co. Co. Ltd.	01-338	3711
00.8			
0.8			
0.8			

[illegible][illegible]

**LINCOLN**  
**WARBURTON**

necessary taxation clearing now been received. The Warburton share on register at October 12 be given the option to fully paid Ordinary shares of the final dividend of in respect of the year July 1st, 1973. The basis payment will be 5 new shares for every 268 existing in of which the option is

Century Ins.	12.90	—
<b>Griffith Insurance Co. Ltd.</b>		
Carnhill, E.C.I.		85-426 5458
St. Paul's, E.C.1	131.0	—
St. Paul's, E.C.1	55.0	—
Griffith, E.C.1	295.5	102.0
<b>Incident Life Ass. Co. Ltd.</b>		
St. Paul's, E.C.1		85-426 5458
St. Paul's, E.C.1	48.6	51.2
<b>Insurance Co. Ltd.</b>		
St. Paul's, E.C.1		85-426 5458
St. Paul's, E.C.1	63.5	—
<b>London &amp; Lancashire Equity Assurance Co. Ltd.</b>		
St. Paul's, E.C.1		85-426 5458
St. Paul's, E.C.1	128.5	—
<b>Star Insurance Co. Ltd.</b>		
St. Paul's, E.C.1		85-426 5458
St. Paul's, E.C.1		85-426 5458

W Lion Prop Fund	69.0	
W Lion Kings Yr Pnc	79.5	
W Lion Kings Yr Pnc	81.5	
W Lion M Co Op Fd 58.1	61.4	
<b>Irish Life Assurance Co. Ltd.</b>		
11, Finbury Square, E.C.2.		61-025
Blue Chip Cash Fd 63.8	67.3	
Prop'd Invest 146.3	155.3	
<b>King &amp; Shaxson Ltd.</b>		
31, Carnhill, E.C.1.		61-022
Bond & Bond	£115.25	+0.10
Next subscription day Oct. 1.		
<b>Langham Life Assurance Co. L.</b>		
10, Abchurch Lane, Finbury Sq., E.C.2.		61-022
Kidder Bonds	0.96	1.01
Kidder Bonds	0.95	+0.01
Property Bond	130.4	137.9
Prop's Cash Fd 150.9	32.5	

	W.D. St. Agric. Pk.	100
	Property Growth Assur. Co.	
	71 Brook Street, W.	
	Real Estate Grd.	69.00
	Agricultural	71.50
	Wabney Nat. PO.	152.00
	Schenley Inv.	85.00
2.78	Russell	131.00
	Immured Ann'y	122.00
	Next val Oct. 3 "Nov."	
\$43	Pontifical Pensions Limit	
	Robert Smith	22.50
	Bounty Fed. Sept. 18.51	17.33
	Fixed Int. Sept. 19.17	10.56
nd	Prop'ty G'd Sept. 21.41	79.24
	Reliance Mutual	
	Tunbridge Wells, Kent.	
	Nat. Fire Bond	153.00
	North Insurance Group	
	1 Royal John St., Liverpool	

[illegible][illegible]







INDUSTRIALS-Continued	Stock	Price	High	Low	Open	Close	Change	Volume	Bid									
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		
INDUSTRIALS-Continued																		



Index rose 3.1 to 428.3

ROYNTON

Investment Advisers  
to Pension Funds  
and IndividualsRoynton Limited,  
40 41 St. Andrew's Hill,  
London EC4V 5DE  
Telephone: 01-248 4815, 8

Lombard

Monetary  
reform—  
U.S. drops  
the veil

BY C. GORDON TETHER

WHAT is "new" about the message that the U.S. Treasury Secretary delivered to the IMF meeting earlier this week is not that it makes it clear that the U.S. intends to do nothing about international monetary reform until the dollar has been fully rehabilitated, whenever that may be. For it has long been apparent to seasoned Washington-watchers that the Nixon Administration's policy was to obstruct rather than promote a settlement until there was a reasonable prospect of achieving one that would make the world eternally safe for dollar imperialism.

The real reason why this provocative pronouncement is so interesting is that it indicates that Washington is now convinced that the country's external position has been transformed by the massive revaluation of other people's currencies. It has engineered, in other words, a counter-inflation policy adequately to Mr. Heath and other Ministers.

The accusation came from Mr. Campbell Adamson, the CBI Director-General, who will be in the Confederation team to meet the Prime Minister either tomorrow or next Monday. This will be the last meeting with the CBI before the policy is completed.

Mr. Adamson, speaking in Glasgow, said that, although it was often suggested that "profits" was a dirty word with the trade unions, he sometimes thought it was an even dirtier word with some civil servants.

"We have been astonished how long it has taken for some of the elementary and really quite unarguable arithmetic of the Phase Two prices control to penetrate into ministerial minds, and we sometimes get the impression that this is because officials are simply not passing on what we say to them because they think it is politically unacceptable," he said.

"We are all political animals

Helping hand  
The point is that, in the early months of the year, confidence in the dollar in the world at large had fallen to such a low ebb that, with pressure on the American balance of payments continuing at high level, there was an imminent danger of being overtaken by a third disaster. In these circumstances, Washington clearly stood in urgent need of a helping hand from other countries to achieve two purposes.

One was to bring about a further reduction in the dollar's value in terms of other currencies—this as a means of creating a large enough trading surplus to cover the capital account deficit arising from continuing large-scale acquisition of other countries' assets. The other was to ensure that foreign central banks would go on standing ready to absorb the proceeds of the U.S. payments deficit without fuss while the need to re-establish high overall balance was doing its stuff.

Since the U.S. must have realised that other countries would be extremely reluctant to go along with this strategy unless they felt that it could be regarded as bringing fundamental international monetary reform nearer, Washington started making the appropriate noises.

Now, of course, things are looking somewhat different. The latest official figures show that the series of dollar devaluations has combined with other factors to produce a marked turn for the better in the country's basic payments position. And the assistance this has given to the revival of confidence in the dollar has been reinforced by the discovery that it is currently suffering from domestic inflation less than other major currencies.

## Dictation

The heat, in short, has come off the dollar. And, this being so, Washington doubtless feels that it is safe openly to reaffirm that it is simply not interested in the only kind of international monetary reform that would be acceptable to other countries at the moment—one primarily aimed at ending for good America's long-standing domination of the international monetary system and all that this entails.

Indeed, the Treasury Secretary's assertion this week that reform must wait until the U.S. has run a payments surplus for some time can only mean one thing. It is that Washington is determined to leave things to drift until the dollar is as strong as it can be in a position to dictate.

And those terms, it can be safely assumed, would be aimed at guaranteeing the U.S. for ever more the same freedom to use the international monetary system for its own purposes as it has enjoyed since the end of World War II.

Where, then, do we go from here? One thing that can be said is that the rest of the world has now been clearly informed of American intentions. It will have only itself to blame if it fails to start looking for an appropriate answer to such dictation.

## THE LEX COLUMN

## Speeding up at Clarke Chapman

Reasonably firm ahead of the figures, Clarke Chapman ended 1p down yesterday at 99p. It is hard to see why. After rises of 6 and 18 per cent. in the first and second halves of 1972, the first half this time is 26 per cent. ahead at £2.044m. pre-tax. Projecting this gain on the basis of the "equally satisfactory" outlook for the year would allow for the odd tax loss situation, yet the prospective net p/e down to the 8 level; a less bullish figure, fully taxed, would still leave it under 10.

It might be fair to say that, after some years on its own, Clarke Chapman is not now the only growth stock in heavy engineering, electrical or otherwise. But it still looks like a growth stock on a non-growth rating. The John Thompson acquisition, producing half the original Clarke Chapman's earnings from twice the assets at the time of the 1970 merger, has been through three years of rationalisation and there must be a long way to go in improving its rate of return.

A lot, presumably, would depend on the Government putting out power station work as expected, since although this was called the boiler-makers' merger, the group takes in pipe-work, structural steelwork and cranes as well, all of which could benefit from an addition to work load which in itself is likely to keep this end of the group busy for the next 18 months.

Borrowings are falling more rapidly than the news of a £2m. IRC loan repayment implies, and the only major worry is that Phase Three, for a visibly improving group, will produce more risk of industrial disruption than Phases One or Two. In the other subsidiaries, the crane side which got a 1972 kick from the ESC programme is getting another one this year from shipbuilding, which obviously carries a similar message for the marine and dock equipment side. Shell boilers and trailers seem to be going well, the only major laggard being chemical process plant with that industry still at

the wrong stage of its own investments cycle. Summing it up, it looks as if the avenues still open for cyclical upturn within a range of cyclical customer industries—that is, the CEBG and chemical plant—offer the prospect of sustained medium term growth.

See also Page 33

## Consumer Credit

Truth in lending is coming at last, at a time when instalment credit charges are reaching new peaks; the cost of a £500-plus personal loan from UDT has this month gone up to 23 per cent. true, a new car loan from the same source costs 37 per cent., and secondhand rates for older cars run above 35 per cent. (the higher rates on cars reflect dealers' commission). There is not much danger that disclosure of true rates to customers will frighten them off, even at these levels (finance house shares were much more concerned yesterday with hopes of lower money costs). Nevertheless, if disclosure makes for a more efficient market in instal-

ment credit the longer term implications could be worth thinking about.

Much of the latest upsurge in consumer credit, after all, has been linked to point-of-sale business: that is where Hodge Group has gained and Mercantile Credit, for instance, has lost out. When the new legislation comes into force the high cost of such credit will become more apparent, particularly for secondhand car lending. The emphasis will be more on the cheaper personal loans, putting a new premium on a branch network and a general consumer banking approach. It ought to be a good climate, of course, for the clearing banks, if they can broaden their market coverage, but they inevitably have here-to-day-gone-tomorrow problems in consumer lending.

Cost handicaps will also apply to broker-derived business, such as with Cedar Holdings, where the price of extras associated with second mortgages will become more apparent to the borrower, too. In theory such high costs should

make consumers look for alternatives; in practice, the education of the borrower probably has a long way to go yet.

## Interest rates

The recent emergence of interests in the gilt market either had to self feed or nothing; and with yesterday's lack of action—the long stocks ended broadly unchanged—the odds increase that it will be nipped in the bud. There is a chance that short-term rates have peaked here, but this, and the 14 point drop in the U.S. Treasury Bill are only two factors in the necessary formula for a significant drop at the long end.

When U.K. short-term rates were dropping back from the heights to which the Government pushed them in early March, the Government broker chose not to play a psychological game but to sell such stock as he could, and so long-term rates had no chance to fall. The psychological play is even less likely now, since the danger

that the buyers would not join in is greater.

For the fact is that this is a buyers' market, and the rational buyer can afford to gamble that there will be no significant rise in gilts until some action on the inflation/balance of payments front is visible, and plenty of time to accommodate Government selling when it is. None of this makes him bearish about gilts, merely unburied.

Meanwhile the historic link between gilt and equity prices seems to have wide currency: it is argued that equities cannot turn up until gilts do. However the good reason for this having been generally true in the past is that important bottoms in gilts have tended to coincide with the peak of a credit squeeze and invariably preceded an increase in the growth rate of money supply. It may be that gilts will soon turn round for other reasons, and equities follow them for psychological ones. The good historic reasons are right out of context.

CBI hits at civil servants  
on Phase Three guidance

BY HAROLD BOLTER, INDUSTRIAL CORRESPONDENT

THE Confederation of British Industry yesterday accused civil servants of failing to convey its central message of the need to sustain profitability during Phase Three of the Government's counter-inflation policy adequately to Mr. Heath and other Ministers.

The accusation came from Mr. Campbell Adamson, the CBI Director-General, who will be in the Confederation team to meet the Prime Minister either tomorrow or next Monday. This will be the last meeting with the CBI before the policy is completed.

Mr. Adamson, speaking in Glasgow, said that, although it was often suggested that "profits" was a dirty word with the trade unions, he sometimes thought it was an even dirtier word with some civil servants. "We have been astonished how long it has taken for some of the elementary and really quite unarguable arithmetic of the Phase Two prices control to penetrate into ministerial minds, and we sometimes get the impression that this is because officials are simply not passing on what we say to them because they think it is politically unacceptable," he said.

"We are all political animals

Most S. African gold being  
sold on free market

BY PAUL LEWIS

SOUTH AFRICA is now selling virtually its entire gold output to the free market, and will probably continue to do so during the coming year, Dr. Nicolaas Diederichs, the Finance Minister, told a Press conference here this afternoon.

He said that about 80 per cent. of the sales are made through Switzerland and only 20 per cent. in London, and added that South Africa was likely to continue favouring the Swiss market.

After disposing of about two-thirds of production on the free market last year, Dr. Diederichs said, sales had now risen to almost 100 per cent. of output and were likely to remain at this level for the next year or so.

Although the high free market price meant South Africa would earn more from its sales this year, the tonnage produced is expected to be below last year's level, he said.

One reason for selling more gold was that South Africa's balance of payments was suffering from the effects of high world interest rates, which discouraged foreign borrowing, and a faster rate of economic growth that sucked in imports.

Dr. Diederichs also made clear that the Government wished to

in our time. We all know that certain policies which may be right in themselves are politically impossible, especially as we approach a general election. But the long-term interests of the British people, the wealth it produces for the British people, are far too important to be destroyed by short-term political considerations.

"We would be failing in our duty if we did not most strongly represent to Government the very real risks they are in danger of running."

Control  
Mr. Adamson emphasised that the CBI did not want prices and profits to run away and claimed that it had proved this through its acceptance of voluntary restraint in the past.

The Confederation recognised that prices would have to be controlled, probably as tightly as in Phase Two. What it was arguing about now was the method of control.

"The trouble is that the present method provides absolutely no incentive to firms to become more efficient because, broadly speaking, any improvement in productivity at the moment is 100 per cent. confiscated by a lowering of the permitted price

increases," Mr. Adamson said.

"This obviously cannot go on. It cannot be in the Government's interest, and certainly not in the interest of the British people, if industry is penalised in this way."

"It is no use paying lip service to the need for growth if at the same time you take away the means to achieve growth. We are not arguing for higher profits at the expense of the consumer, but we are arguing that those companies who have cut their costs through greater efficiency should be able to get some return."

On wages Mr. Adamson declared that nothing would be easier than to buy industrial peace this winter, to do what the trade unions wanted and return to free collective bargaining with no controls. But that would be short-sighted.

In the last year earnings and wage rates had risen by over 15 per cent. and prices by 8.9 per cent., he pointed out.

Mr. Adamson also attacked as "arrogant nonsense" the TUC Blackpool resolution to strike for higher pensions, claiming that this would only "destroy the very stuff of which higher future pensions are made."

Mr. Mwal Kibaki, Kenya's Finance Minister, whose delegation joined the walk-out, explained: "We have nothing against the personality of the South African Finance Minister—what we are against is the racial policies of South Africa."

A Tanzanian Minister, asked how they could accept South African aid contributions, some of which came their way, said: "We ignore that—South Africa need not pay a single cent as far as we are concerned."

Dr. Diederichs said later: "I was not worried or perturbed by the demonstration. It was obviously organised and not spontaneous, and if they wanted to walk out they were perfectly free to do so."

NatWest  
stake in  
France and  
Holland

By Nicholas Owen

THE National Westminster Bank is planning a significant extension of its Continental interests with the acquisition of shares in two banking groups operating in France and Holland.

The bank is to take a 20 per cent. stake in the French Union Bancaire, a company in the Banque de Paris et des Pays-Bas (Paribas) group. Earlier this year Paribas established close links with S. G. Warburg, the London merchant bank, with a share exchange deal.

Union Bancaire controls, through a 55 per cent. interest, two commercial banks, Crédit du Nord and Banque de l'Union Parisienne. These two have 700 branches throughout France, Paris and Lille, as well as 17 offices in Belgium. Their combined customer deposits total the equivalent of £1,100m. and they are to be merged under a single name next year.

Under the 20 per cent. stake in Union Bancaire NatWest also proposes to take an additional 5 per cent. of the minority capital when the banks merge.

The bank declined to give details of the consideration to be offered for the shares, but said that the deal NatWest intends to finance the purchases partly from its own foreign exchange pool plus some form of Eurocurrency loan.

Although Crédit du Nord is entirely a commercial bank, BUP has "banque d'affaires" interests, which correspond to British merchant banking services. This has obviously been an important attraction for the U.K. group, mindful of the needs of international corporate customers and British companies seeking funds and other aid for European developments.

NatWest will have two directors on the Union Bancaire Board and one representative on the board of the parent company, which handles day-to-day policy.

The Dutch bank is Firma van Lanschot, the country's seventh largest commercial bank, with seven branches and deposits equivalent to £300m. NatWest is taking 25 per cent. of the parent concern, Van Lanschot's Beleggings-Compagnie. Some shares will come from existing holders, and NatWest will also subscribe for new shares being issued.

As with the French deal, NatWest did not disclose the amount of money involved, but it seems that last week's £810m. (£15.9m.) Eurobond loan was largely to finance the Van Lanschot transaction.

Lord Erroll  
to head  
Institute of  
Directors

Lord Erroll of Hale was yesterday elected chairman of the Council of the Institute of Directors. A past President of the Board of Trade and chairman of the Bowater Corporation, Lord Erroll has served for many years as a member of the institute's council. He succeeds Lord Renwick of Coombe who died recently.

Continued from Page 1

## Chrysler union clash

of the electricians' claim for £250 a year increases without sparking off rival claims.

A spokesman for the electricians said yesterday that Chrysler's threat to begin sacking 8,000 people next week had not put them into a mood for compromise. They would regret causing the loss of jobs but were looking for "a little sense and realism from the other unions."

Failing a solution this week to the electricians' dispute, all hope of avoiding the sackings of 8,000 manual workers and 2,000 staff hangs on continued production next week from Chrysler's Linwood plant.

The 124 electricians there are likely to meet at the week-end to decide whether to resume a

U.S. Senate bid  
to cut overseas  
troops by 40%

BY ADRIAN DICKS WASHINGTON, Sept. 26.

IN A SURPRISE change of mood, the Senate this morning passed an amendment moved by Senator Mike Mansfield, Democratic Majority leader, that would cut U.S. troop strength overseas by 40 per cent. within the next three years.

The Mansfield amendment, similar to those which the Senator has put forward unsuccessfully in previous years, was passed by 49 votes to 46 only a few hours after the Senate had overwhelmingly approved a seemingly contradictory amendment moved by Senator Henry Jackson.

Passage of his amendment took Senator Mansfield by surprise. He said later he had not believed he had the votes to get it through.

Acknowledging that the amendment might not find its way into the final Bill, he commented that the Europeans should nonetheless take it as a signal to "face up to their responsibilities."

As originally drafted, the amendment called for a 50 per cent. troop cut, but this was altered to 40 per cent. on the floor of the Senate.

Staunch supporter  
Senator Jackson's plan calls for cuts in troops stationed in Europe to the extent only that European members of NATO may fall to offset U.S. foreign exchange spending on its forces by their purchases of American exports.

The Senate approved it by 84 to five last night, and it had to five more observers that Senator Jackson, a staunch supporter of the White House on defence questions, had succeeded in finding an outlet for many Senators' strong feelings on the issue that would not seriously embarrass the President.

The final version of the defence procurement Bill, to which the two rival amendments have been attached, will be worked out in Senate-House conference. It is likely that the normally more hawkish House will refuse any firm action to cut back troops in Europe, to judge by the version of the Bill it approved before the Congressional recess began in early August.

The Senate has displayed throughout its three days of debate so far on the \$32,000m. defence procurement Bill a singular determination to challenge President Nixon on his order of priorities. The version of the Bill passed by the armed

forces committee included a number of cuts, including one in the B-1 supersonic manned strategic bomber programme that caused the White House to threaten to use its veto.

The full Senate, though it has so far added more to the Bill than it has cut out, has refused to reconsider the need for the B-1, and is also likely to produce a Bill unsuitable for Mr. Nixon. The crucial vote will be that on the Trident nuclear attack submarine, which is expected later this week.

In the face of an enormous lobbying effort by the Administration the Navy and the defence industry, Senator Thomas McIntyre is given at least an even chance of seeing the Senate pass his amendment to return Trident to its original development time-table.

The Administration, which wants to have the first of the ten submarines ready by 1978 rather than 1980, believes Trident is an essential "bargaining chip" in the next round of strategic arms limitation talks with the Soviet Union. It claims that recent advances in Soviet weaponry such as the recently tested MIRV warheads and "pop-up" missiles will actually give the Russians a significant edge unless Trident is pushed ahead at top speed.

The President has accordingly served notice that he will veto any Bill sent down to him from Capitol Hill that substantially cuts down or slows Trident—even though Senator McIntyre's reservations are based on his fear of cost overruns rather than his dislike of the project itself.

Civil  
engineering  
with Kier

S—Sunny, F—Fair, C—Cloudy, N—B

BRADFORD  
The new City of the Northwith excellent  
skilled labour  
and 20% factory grantsBEE INDUSTRIAL, INDUSTRIAL OFFICES,  
CITY HALL, BRADFORD, TEL 01274 2727

Weather

U.K. TO-DAY

SUNNY intervals and showers. Western districts will be cloudier with some rain.

London, E. Anglia, E. Midlands, E. and SE England  
Sunny intervals, showers, becoming cloudy. Wind moderate. Max 17C (63F).

S. Wales, W. Midlands, Channel Is., SW and Cent. S. England  
Sunny intervals, becoming cloudy with rain. Wind SW, fresh. Max 17C (63F).

N. Wales, N. Ireland, Lakes, Is. of Man, N.W. England  
Sunny intervals, showers. Becoming cloudy. Wind SW moderate or fresh. Max 15C (59F).

N.E. and Cent. N. England  
Sunny intervals, showers. Wind W., fresh. Max 16C (61F).

Borders, Edinburgh, E. S.W. and N.W. Scotland, Glasgow, Gairloch, Argyll, Cent. Highlands, Moray Firth, Aberdeen.  
Sunny intervals, showers. Wind W., fresh. Max 14-15C (57-59F).

Orkney, Shetland  
Sunny intervals, showers. Wind W., fresh. Max 12C (54F).

Outlook: Rain at times.  
Lighting on: London 19.19  
Manchester 19.27, Glasgow 19.35  
Belfast 19.42.

## BUSINESS CENTRES

	Y'day	Mid-day	Y'day	Mid-day	
Alexandria	F 21	70	Moscow	S 21	12
American	C 24	41	M.L. Chattr.	R 12	12
Amsterdam	S 24	52	N. Y. Times	R 12	12
Antwerp	S 24	52	N. Y. Times	R 12	12
Bombay	S 27	50	N. Y. Times	R 12	12
Buenos Aires	S 21	50	Montreal	S 14	4
Calcutta	S 27	50	N. Y. Times	R 12	12
Canton	S 27	50	N. Y. Times	R 12	12
Cebu	S 27	50	N. Y. Times	R 12	12
Hankow	S 27	50	N. Y. Times	R 12	12
Hong Kong	S 27	50	N. Y. Times	R 12	12
Kobe	S 27	50	N. Y. Times	R 12	12
London	S 27	50	N. Y. Times	R 12	12
Lyons	S 27	50	N. Y. Times	R 12	12
Manila	S 27	50	N. Y. Times	R 12	12
Medan	S 27	50	N. Y. Times	R 12	12
Shanghai	S 27	50	N. Y. Times	R 12	12
Singapore	S 27	50	N. Y. Times	R 12	12
Tientsin	S 27	50	N. Y. Times	R 12	12
Yokohama	S 27	50	N. Y. Times	R 12	12

## HOLIDAY RESORTS

	Y'day	Mid-day	Y'day	Mid-day
Algeria	F 21	70	Moscow	S 21
Algeria	F 21	70	Moscow	S 21
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S 24
Barcelona	S 24	73	La. Plm.	S

**Civil engineering with Kier**

Kier offers to clients in consultation with their professional advisers the most comprehensive of constructional services. These include competitive tenders, negotiated contract design and construct package deals and the overall services of management contractors. Finance arrangements also be made where appropriate. Kier will combine all these in the manner most suitable for the Client's purpose.

**KIER**

Kier Limited, Tempford, Sandy, Bedfordshire. Tel: 0455 55111. Telex: 888888. Cables and Telegrams: Moselle, Sandy.

Registered at the G.P.O. Printed by St. Clements Press Ltd. for and published by The Financial Times Ltd., Bracken House, Cannon Street, London EC4A 3DF.